



Jewish Senior Life

National Search Vice President of Development

Winter 2011
Rochester, NY

About Jewish Senior Life

Mission:

“To enhance the quality of life, health, and well-being of Jewish older adults, their families, and others in our community, consistent with the values and traditions of our Jewish heritage.”

For over 90 years Jewish Senior Life (JSL) has offered high quality services to, older adults guided by their values of honoring family and helping seniors age well in a place of their choice. Formerly know as The Jewish Home, JSL was established from the needs of the Jewish community in Rochester, NY exclusively to serve its Jewish constituents. What began as a 7 bed House in 1920 has evolved over time to encompass 70 acres of land and include multiple facilities and services. Today, JSL continues its commitment to helping those most in need and has expanded its focus to welcome all members of the community.

JSL is a continuing care retirement community which offers independent and assisted living to older adults. It offers outpatient rehabilitation services, long term care, transitional care, a specialized memory care unit, adult day health, physician house calls practice and an array of home and community-based services. A staff of over 800 and several hundred more volunteers offer a variety of resident services both at their campus and in the community. JSL is known for the superior quality of their patient and resident care, their dedication to improving senior health and well-being, and improving the quality of life for all community seniors.

In 1979 the Jewish Home Foundation was founded. Committed to raising philanthropic support for Jewish Senior Life and its affiliates, the Foundation has allowed JSL to continue to expand its care through a variety of services and programming. Quality of life programs such as creative arts therapy, exercise programs, and physician house calls, have allowed them to meet the changing needs of today's older adults.

To continue to provide the best care for the community's seniors, JSL's administration has completed a long range planning process that has resulted in a master campus plan. This comprehensive plan seeks to expand their residential capacity with new state of the art residential units to provide a community setting which reflects JSL's focus on quality of living while maintaining their dedication to serving older adults in Rochester. This long range planning process has established the framework for an expanded investment in philanthropy.

About the Opportunity

Jewish Senior Life seeks a strategic and collaborative Vice President of Development (VPD) to bring the agency's philanthropy to the "next level," including but not limited to designing and implementing a Capital Campaign. He/she will be a proactive leader, capable of nurturing and leveraging key existing relationships while cultivating new ones to ensure philanthropic success. Working closely with the President & CEO and Foundation Board the VPD will help plan, manage and execute the Campaign. He/she will oversee a comprehensive development office that includes the annual fund and major and planned gifts. The VPD will lead a staff of three with the potential to continue expanding the team as donor opportunity is demonstrated. Reporting directly to the President & CEO, the VPD will create strategy and goals for the overall development program and play a key role in the next phase of organizational and philanthropic growth.

Key Responsibilities

- Partner with the President & CEO to plan, manage, and execute the Campaign
- Work collaboratively with the senior management team to establish and execute organizational goals and plans
- Manage and lead all operations of the development team
- Identify, cultivate, close, and steward major gifts of 5, 6 and 7 figures
- Provide recommendations to the President & CEO that will enhance the culture for fundraising and community leadership
- Provide vital input on short and long-term strategic and operational planning

Successful Candidates will Demonstrate

- Ability to design, execute and successfully close a significant campaign
- 10+ years of professional development experience with a track record of achievement in major gifts and prospect development
- Demonstrated success identifying, cultivating, closing, and stewarding individual major gifts at the 5, 6 and 7 figure levels
- Experience leading and managing a small team
- Superb interpersonal, team building, and partnership skills
- Excellent communication and presentation skills (written and verbal)
- Enthusiasm for working collaboratively as part of a leadership team and as an integral part of a strategic planning process
- Record of establishing and achieving ambitious fundraising goals
- Ability to build bridges with diverse constituencies and partners
- Ability to maintain a flexible work schedule, including some evenings and weekends
- Strong appreciation for JSL's mission, values, and goals and the ability to effectively communicate them

Please email letters of interest and resume in confidence to:

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Pamela J. Parker
Consultant

Development Guild/DDI

For more information please visit:

www.jewishseniorlife.org or www.developmentguild.com