



Director, Major Gifts and Corporate Relations

Overview and History:

The Staenberg-Loup Jewish Community Center is a nonprofit organization whose mission is to serve, strengthen, and inspire the community guided by timeless Jewish values. For over 100 years, the JCC Denver has served the Denver metro area through educational, social, cultural, fitness, sports, and other programs that are rooted in Jewish values. The J creates a vibrant and inclusive family and social gathering place with five program areas focused on connection, community, and well-being that include: a robust fitness center, family and early childhood engagement, the Mizel Arts and Culture Center, summer camps, and specific engagement programming for teens, young adults, seniors, and the LGBTQIA+ community.

The Staenberg-Loup JCC seeks a **Director, Major Gifts and Corporate Relations** who will be responsible for sourcing and securing vital revenue streams and key external partnerships. Additionally, the Director will partner with constituents to accomplish their philanthropic goals, develop, and implement a corporate giving plan, solicit corporate sponsorships, and partner with the Chief Development Officer to develop a multi-year growth strategy. A successful candidate will bring expertise in building corporate and foundation relationships, managing and implementing annual and major gifts campaigns and experience in the Jewish communal space.

Key Responsibilities:

- Collaborate with the Chief Development Officer to develop a multi-year growth strategy that anticipates major corporate giving cycles to ensure the advancement and sustainability of corporate support over time
- Create and implement cultivation and stewardship strategies for new and existing donors
- Solicit corporate sponsorships for special events and other programs
- Generate new ideas that increase revenue and donor engagement
- Engage the local business community to raise funds and resources for the JCC's mission and programs; create proposals and lead presentations as needed
- Manage a portfolio of 50 individual major gift donors and prospects
- Partner with leadership team to leverage relationships and maximize resources
- Design and implement a robust stewardship calendar, ensuring regular donor touchpoints, thoughtful solicitation timing, and creative giving options
- Utilize the donor database (Raiser's Edge) to maintain accurate records of all donor interactions, programmatic interests, and trends in giving
- Report on fundraising progress to senior management

Position Summary

Posted: April 2023

Salary: \$88,000-\$100,000

Location: Denver, CO

Qualifications & Skills:

- 5+ years of experience in nonprofit fundraising with a focus on major and corporate giving
- Proven record of accomplishment soliciting and securing gifts of \$10,000+
- Strong organizational skills with the ability to manage and prioritize multiple projects
- Entrepreneurial self-starter who crafts creative solutions and opens doors to new donor relationships
- Extensive knowledge of Jewish philanthropy, understanding of the Denver Jewish community a plus
- Strong presence with the ability to inspire, influence and build credibility with donors, lay leadership and staff
- Excellent written and verbal communication skills; strong public speaking and presentation skills
- High level of proficiency using MS Suite and Excel in particular
- Proficiency in working with donor management software, Raiser's Edge a plus
- Passion for the mission of the JCC

To apply, please submit a resume & cover letter to **Beth Greenberg, Consultant, Evolve Giving Group:** beth@evolvegg.com

Staenberg-Loup JCC is an Equal Opportunity Employer

