



## Director of Advancement and Engagement

### Organizational Overview

Camp Yavneh, situated on 65 beautiful acres of woodlands and waterfront in southern New Hampshire, is a 79-year-old Jewish summer camp where generations of campers have created lifelong friendships, engaged in top-notch activities, and deepened their Jewish engagement. Our Klal Yisrael (pluralistic) approach encourages Jewish children ages 8-16 from all backgrounds and experiences to come together in a joy-filled, co-ed, overnight camp environment where all aspects of life reflect Jewish values.

### Position Summary

Camp Yavneh seeks a Director of Advancement and Engagement (DAE) responsible for creating and enhancing relationships with camp stakeholders (alumni, current and prospective families as well as foundations) and building and executing a comprehensive fundraising program. In collaboration with the Camp Director and the Board of Trustees, the DAE will establish funding relationships and secure resources that support Camp's mission and long-term strategic goals. The DAE will provide strategic oversight of annual and emerging future impact campaigns\*, engage community members in planned giving, and lead foundation pipeline development, grant-writing and stewardship efforts. Additionally, the DAE will be the primary point of contact for Yavneh Board Members and stakeholders, and will liaise with staff overseeing external communications, marketing, and community engagement to ensure collaboration and synergy.

This senior leader will be integral to the growth of Yavneh and will be involved in all aspects of moving into the next stage of growth.

*\*Yavneh will engage strategic fundraising counsel to build greater capacity and expertise in support of the emerging impact campaign*

### Priorities

- Connect and develop relationships with Camp Yavneh stakeholders - board members, alumni, current and prospective families as well as foundation contacts.
- Lead Camp Yavneh's work regarding fundraising strategy and growth, including playing an active day-to-day role in donor-facing work and development functions.
- In collaboration with the internal team, plan and execute an effective, comprehensive fundraising program aligned with Camp Yavneh's strategic goals.
- Lead the research, planning, and facilitation of major gift solicitations including owning a portfolio of donor and funder relationships.
- Collaborate with the Advancement Committee of the Board, engaging and inspiring lay leaders to serve as ambassadors for the Camp and play an expanding role in donor relationship development.
- Develop and implement donor strategies (individual, foundation, planned giving, etc.) and tactics to grow overall donations, contributions and donor count.

- Oversee annual giving program, including evaluation and improvement of annual fund activities to meet goals for engagement and fundraising.
- Design, implement, and oversee a robust stewardship program, ensuring regular donor touchpoints, thoughtful solicitation timing, and creative giving options.
- Manage and grow the Chevre Society, deepening relationships with members through individual cultivation, regular communications, and resonant experiences.
- Direct individual and foundation prospect research, cultivation, solicitation, stewardship, direct marketing, and relationship building.

### **Position Specifics**

- Year-round, full-time position
- Remote position from September to May; Option to work and live at Camp Yavneh in Northwood, NH from early June through the end of August
- Salary commensurate with experience
- Health and other benefits, including generous vacation package and holiday schedule
- Flexible work environment
- Opportunities for mentoring and professional development to support professional growth
- Report to the Camp Director, work closely with a strong and supportive staff team
- Opportunity for camp tuition discount

### **Qualifications**

- Commitment to and passion for Camp Yavneh's mission and values and excitement about being part of and contributing to our shared community and culture.
- Expert relationship builder with a track record of cultivating and sustaining trusting relationships with a wide range of stakeholders including board members, colleagues, major donors and prospects, institutional partners, and program participants.
- At least 7 years of experience in a fundraising setting, including individual solicitations and prospect research, or applicable experience.
- Proven experience working across teams - including development, marketing, and/or communications professionals.
- Superior attention to detail with a high degree of initiative, organization, and follow-through and the ability to manage multiple time-sensitive projects simultaneously.
- Ability to work independently as well as lead and participate in collaborative teams across departments.
- Knowledge of Google Workspace, Microsoft Suite, CRMs/donor databases, wealth screening software, and foundation search tools.
- Strong written and oral communication skills, including the ability to communicate effectively with camp families, prospective donors, colleagues, consultants, and members of the diverse Camp Yavneh community.
- Experience in Jewish overnight camping or a related field.
- Fluency in the dynamics of the Jewish community and diverse Jewish practices.

**To Apply:** Please send resume and cover letter to [janerachel@campyavneh.org](mailto:janerachel@campyavneh.org)