



Director of Development

About Us:

JFS Silicon Valley is a thriving, inclusive nonprofit social services agency grounded in Jewish values of **welcoming the stranger, repairing the world, and treating everyone with respect and dignity**. We serve older adults, Holocaust survivors, refugees, caregivers, and families in crisis — providing care with compassion, dignity, and cultural sensitivity.

This is a pivotal moment in our agency's growth, and the Director of Development will be central to shaping our future and deepening our impact on the community.

Position Summary

We are seeking an experienced, mission-aligned **Director of Development** to lead and execute the organization's fundraising strategy during a period of transformational growth. Reporting directly to the **CEO**, the Director of Development will be a key member of the leadership team, responsible for building sustainable revenue streams, deepening donor engagement, and elevating the culture of philanthropy across the agency.

The Director will work collaboratively with the CEO, Vice President of Community Engagement, and external PR firm to craft compelling messaging and cultivate strong donor relationships. They will supervise the Development Associate and ensure that all development operations are executed with excellence and aligned with the agency's strategic priorities.

This is an exciting opportunity for a passionate, collaborative leader who understands the power of philanthropy to drive social impact and organizational sustainability.

Key Responsibilities

Strategic Fund Development

- Design and implement a multi-year fundraising plan that aligns with JFS SV's growth trajectory and strategic priorities.
- Lead donor cultivation, solicitation, and stewardship across all levels of giving, with a particular focus on individual major donors and legacy gifts.

- Serve as a key thought partner to the CEO in donor strategy and philanthropic partnerships.
- Oversee fundraising campaigns, annual appeals, and major events, in coordination with the development team and external partners.

Donor Engagement & Communications

- Collaborate with the VP of Community Engagement and the PR firm to shape donor messaging, storytelling, and branding strategies.
- Ensure consistent and meaningful donor communications and engagement that reflect JFS SV's values and impact.
- Represent JFS SV in donor meetings, community events, and philanthropic forums.

Team Leadership & Development Operations

- Supervise, coach, and support the Development Associate in executing day-to-day development activities.
- Oversee database management, gift processing, acknowledgments, and reporting.
- Monitor and evaluate key fundraising metrics; prepare reports for the CEO, board, and funders as needed.

Institutional Giving & Grant Development

- Identify and pursue new opportunities for foundation and corporate funding.
- Support grant writing and reporting processes in collaboration with program leaders and administrative staff.
- Ensure effective grant stewardship and compliance.

Qualifications

- Minimum 5–7 years of progressive experience in nonprofit development, including major gifts and campaign leadership.
- Exceptional interpersonal and communication skills, with the ability to inspire and build trust.
- Experience managing staff or consultants and working with executive leadership.
- Strong organizational and project management skills, with a strategic mindset and hands-on approach.

- Proficiency in donor CRM platforms and fundraising analytics.
- Commitment to diversity, equity, inclusion, and belonging.

Preferred Qualifications

- Knowledge of or connection to Jewish culture, values, and community.
- Background in social services, aging, refugee support, or community-based nonprofit work.
- Experience working with communications and PR professionals to craft donor-facing content.

Salary and Benefits:

Salary Range: \$115,000 - \$140,000

This position is full time, 37.5 hours/week. Salary is commensurate with the qualifications and experience of the selected candidate. Benefits include medical, dental and vision care; company contributions to 403B retirement plan; generous paid time off, supportive colleagues; and a positive work environment in a spacious office.

JFS is an equal-opportunity employer and values diversity at all levels of the organization. We do not discriminate based on race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.