



## Regional Director, Northeast

### Beit Halochem USA/Friends of Irgun Nechei Zahal

Hybrid / New York City

Salary: \$200,000 - \$220,000

## BACKGROUND

### The Organization

Friends of Irgun Nechei Zahal (“The Irgun”), is the U.S. fundraising arm supporting Irgun Nechei Zahal in Israel (loosely translated to the organization for the wounded warriors of the IDF). The Irgun is the official, government backed organization in Israel responsible for the long-term support of all IDF wounded warriors. While there are many splinter organizations supporting veterans of specific units, the Irgun is the one and only organization operating at scale, caring for all wounded warriors.

Prior to October 7<sup>th</sup> the Irgun cared for 52,000 wounded warriors from all prior wars and acts of terror. Since October 7<sup>th</sup> as many as 19,000 wounded warriors have been added, and this number is expected to grow significantly, in particular with PTSD cases. The Irgun is thus facing unprecedented burden, and the nature of the support required, and age of those needing care has changed dramatically.

The most notable manner by which the Irgun supports its members is through rehabilitation, support, and empowerment centers known as Beit Halochem (in Hebrew Home of the Warrior)

Each of the four existing Beit Halochem (Tel Aviv, Jerusalem, Haifa, and Beer Sheva) provides physical and psychological therapy, vocational training, and social reintegration programs. These centers serve as lifelines for wounded warriors, helping them regain independence and lead fulfilling lives. To meet the growing demand for services, Beit Halochem is currently building a fifth rehabilitation center, further expanding its capacity to provide critical support for Israel’s wounded veterans.

The Irgun is now embarking on a major transformation under the leadership of Board Chairman Sam Zussman and newly hired CEO Iris Reff Ronen. Together, they bring a bold vision to modernize the organization, strengthen its U.S. presence, and significantly expand its fundraising capacity. Their mandate is to reshape The Irgun’s infrastructure so it can better sustain and scale its work in Israel—ensuring that the more than 52,000 existing members, as well as the estimated 20,000 additional wounded warriors post-October 7<sup>th</sup>, receive the long-term care and empowerment they need.

For more information, please visit: <https://www.the-irgun.org/>

## ROLE OVERVIEW

### Position

The Regional Director, Northeast is a new and pivotal role for Friends of Irgun Nechei Zahal ("The Irgun"). Joining at a time of significant growth and opportunity, the Regional Director will play a central role in expanding the organization's reach and growing its base of philanthropic support across New York, with a primary focus on New York City. New York represents a critical market for advancing the Irgun's mission, strengthening donor partnerships, and elevating national visibility.

The ideal candidate will be a self-starter with strategic leadership and gravitas - capable of providing oversight of top-tier donor strategies and cultivating long-term relationships with donors and partners. The Regional Director will design and execute cultivation and solicitation strategies for a portfolio of prospects in New York, with the goal of securing major gifts and broadening The Irgun's base of support. Over time, the Regional Director will have the opportunity to recruit and expand the team, shaping the long-term growth of The Irgun's U.S. operations.

Success in this role will require strategic thinking, exceptional communication skills, and the ability to build trusted relationships with donors, volunteer leaders, and colleagues nationwide. Reporting directly to the CEO, the Regional Director will collaborate closely with senior leadership and lay partners while establishing a presence in New York's philanthropic landscape. Within the first 18 to 24 months, the Regional Director is expected to deepen relationships with top-tier donors, cultivate and steward donors in the six- and seven-figure range, and position Friends of Irgun Nechei Zahal as a trusted partner at the highest levels of engagement - strengthening the organization's regional footprint and ensuring New York becomes a cornerstone of its long-term fundraising strategy.

## KEY RESPONSIBILITIES

- Forge new relationships and steward current donors to increase financial support and raise The Irgun's visibility in New York.
- Identify, cultivate, solicit, and steward major donors and foundation partners, with a focus on securing major and principal gifts in the six- and seven-figure range and up.
- Lead the execution of a high-level donor engagement strategy, leveraging existing organizational infrastructure and CEO partnership, with select events as appropriate.
- Cultivate and nurture local Irgun board relationships, including the development of a regional advisory committee.
- Serve as a visible leader and foster a regional culture and sense of unity among lay leadership and donors.
- Plan and oversee high-impact fundraising events and donor engagement opportunities.
- Recruit, mentor, and lead a small regional team over time, ensuring high performance and collaboration.
- Work closely with and serve as a thought partner to the CEO.

## QUALIFICATIONS

The ideal candidate is a passionate and experienced fundraising professional, with the ability to inspire donors and leaders across New York to invest in The Irgun's vital mission.

- Connection to The Irgun's mission and the State of Israel.
- Strong track record of success in major and principal gifts fundraising, including six- and seven-figure solicitations.
- Excellent interpersonal, communication, and public speaking skills.
- Experience building new markets, donor networks, or regional fundraising operations preferred.
- Self-motivated, organized, and detail-oriented with the capacity to independently set goals, manage priorities, and use time and resources effectively.
- Fluent in the use of donor management database systems to maximize fundraising results.
- Familiarity with the Jewish communal and Israel-focused philanthropic landscape in New York.
- Proven judgment and gravitas to engage at the board level and drive transformational philanthropy.
- Team-oriented and flexible with the ability to work evenings and weekends (as needed).
- Willingness to travel regionally as needed.

## COMPENSATION AND WORK ENVIRONMENT

The base salary for this role is between \$200,000-\$220,000 depending upon experience. This role is hybrid, with 3 days a week required in the NYC office. Benefits include, health insurance, 403b matching plan, paid time off, and paid holidays (Jewish and secular).

This position description is based upon material provided by Friends of Irgun Nechei Zahal, an equal opportunity employer.

**Tani Weissman**  
Partner  
[tweissman@drgtalent.com](mailto:tweissman@drgtalent.com)

**Nina Cogan**  
Talent Consultant  
[ncogan@drgtalent.com](mailto:ncogan@drgtalent.com)

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