

Senior Director of Development, Southwest

American Technion Society

Los Angeles, CA

Salary: \$150,000 - \$200,000

The Organization

The American Technion Society (ATS) supports the growth and success of the Technion- Israel Institute of Technology, a global innovation powerhouse. ATS helps fund groundbreaking research, infrastructure projects, support for students, and strategic initiatives at the Technion. These contributions enable the Technion to remain at the forefront of global scientific and technological advancements, strengthening Israel's economic and defense sectors while fostering global progress in areas such as health, defense/security, energy, and sustainability.

The financial support of ATS donors has played a pivotal role in transforming the Technion into a global powerhouse of innovation and discovery. Based in New York City, ATS represents thousands of U.S. donors, alumni, and stakeholders who invest in the Technion's growth. Since its founding in 1940, ATS has raised nearly \$3 billion for the Technion, more than any other U.S.-based fundraising organization for higher education in Israel.

ATS' Organizational Values

- **Act as one team**, with accountability to each other.
- **Share our strengths** for the betterment of the organization.
- **Be curious**, ask questions, assume best intent.
- **Adapt readily to change** in our internal and external environments.

To learn more, visit: <https://ats.org/>

The Position

As a senior fundraising leader and advocate for Israel, the Senior Director of Development plays a pivotal role in advancing the mission of the American Technion Society.

- Lead major gifts fundraising as a senior representative and advocate for Israel on behalf of the American Technion Society.
- Serve as ATS's primary presence in the Southwest region (greater Los Angeles region, San Diego, Phoenix), engaging high-net-worth donors and key influencers.
- Drive regional major gifts strategy, pipeline development, and donor stewardship.
- Plan and execute high-impact cultivation and fundraising events.
- Partner with lay leadership and report to the Executive Director of Principal Gifts, Western Region, to maximize engagement and giving.

Priorities for the Director of Development, Southwest

- Stabilize and strengthen the Southwest ATS community; re-engage existing donors with immediate outreach and follow-up.
- Capitalize on upcoming events and ensure strong follow-up.
- Focus on strategic individual donor cultivation.
- Foster a collaborative, solutions-oriented team culture; align Southwest efforts with broader West Coast strategies.
- Emphasize mission-driven fundraising rooted in Jewish values and Israel, non-political, inclusive messaging, and transparency, authenticity, and active listening.

ROLE OVERVIEW

Core Responsibilities

- Build and grow a portfolio of ~100 prospects, including high-priority donors and foundations capable of \$25,000 to \$5 million.
- Lead end-to-end major gifts activity: prospecting, cultivation, solicitation, and stewardship.
- Partner with volunteer and lay leaders to expand networks and philanthropic impact.
- Represent ATS and the Technion through high-impact events and donor-facing initiatives.
- Collaborate with colleagues on annual and long-term fundraising strategies, tracking progress toward goals.
- Maintain accurate donor records and insights using the ATS database.

THE IDEAL CANDIDATE

The ideal candidate for the Senior Director of Development, Southwest, position possesses the following competencies:

Plans & Aligns	Communicates Effectively	Collaborates
Planning and prioritizing work to meet commitments aligned with organizational goals.	Developing and delivering multi-mode communications that convey a clear understanding of the unique needs of different audiences.	Building partnerships and working collaboratively with others to meet shared objectives.
Stakeholder Focus	Instills Trust	Action Oriented
Building strong stakeholder relationships and delivering targeted solutions.	Gaining the confidence and trust of others through honesty, integrity, and authenticity.	Taking on new opportunities and tough challenges with a sense of urgency, high energy, and enthusiasm.

Skills and Qualifications

- A strategic thinker with numerous years in major gifts fundraising, ideally in education, or advocacy.
- Deep passion for Israel and alignment with ATS's mission.
- Strong presence in the Los Angeles nonprofit and philanthropic community.
- Exceptional relationship-building and communication skills.
- Travel throughout Southwest region, with periodic domestic and Israel-based travel.

WHO WE ARE

Work Environment

ATS works hybrid, 2 days week in person at Beverly Hills office.

COMPENSATION AND BENEFITS

Salary

\$150,000 - \$200,000, commensurate with experience.

Professional Growth at ATS

At ATS, we're committed to fostering your professional journey through targeted development programs, ensuring your career growth is at the forefront of our priorities.

Culture & Benefits

Join a collaborative, mission-driven team that values innovation and creativity. ATS offers competitive benefits, flexible work options, and generous time off.

ATS is an equal opportunity employer. We support the diverse cultures, perspectives, skills, and experience of our employees and are committed to creating an inclusive environment for all staff. It is further the policy of ATS to provide reasonable accommodations for qualified individuals with disabilities in all aspects of the employment process.

TIMELINE AND NEXT STEPS

If you are interested in this position, please [click here](#). All applicants will receive an email confirming receipt of their application.

We encourage candidates of all backgrounds to apply, even if you do not meet all of the qualifications outlined above.

Sarah Raful Whinston
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Patrick Key
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[Submit an application](#)