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הקרן לירושלים
مؤسسة صندوق القدس
THE JERUSALEM FOUNDATION

Chief Executive Officer

The Jerusalem Foundation USA

Salary: $400,000-$450,000

Background

About the Jerusalem Foundation

Jerusalem is one of the world's most extraordinary cities—a place of profound historical, religious, and cultural significance and home to a remarkably diverse population. The Jerusalem Foundation strengthens the city by investing in the people, institutions, public spaces, and initiatives that make it more vibrant, inclusive, resilient, and thriving.

Its work spans education, arts and culture, community development, shared society, health and resilience, leadership development, and public spaces. Through partnerships with municipal leaders and hundreds of nonprofit organizations, the Foundation translates philanthropic investment into tangible impact across Jerusalem.

Jerusalem Foundation USA connects American donors, foundations, and communities with opportunities to make a meaningful and lasting difference in Jerusalem.

The Opportunity

Jerusalem Foundation USA seeks a dynamic, entrepreneurial, and relationship-driven Chief Executive Officer to lead its next chapter of growth and impact in the United States. This is an exceptional opportunity for a leader who understands the power of philanthropy, believes deeply in Jerusalem, and is energized by expanding the community invested in the city's future.

The next CEO will build on longstanding philanthropic relationships, an engaged Board, and a compelling portfolio of work in Jerusalem while expanding the organization's donor base, visibility, and fundraising capacity.

Sustaining the generosity of major donors and families will remain essential, alongside cultivating a new generation of philanthropic leaders, reaching new audiences, and building a more diversified and sustainable fundraising strategy.

As chief fundraiser, principal ambassador, and strategic leader in the United States, the CEO will work closely with the Board and the Foundation's professional leadership in Israel to translate its work into compelling opportunities for American supporters.

Key Responsibilities

Philanthropic Leadership and Revenue Growth

The CEO's foremost responsibility will be to lead and significantly expand the Foundation's fundraising efforts in the United States.

- Develop and execute a sustainable U.S. fundraising strategy that grows and diversifies the donor base.
- Cultivate, solicit, and steward major individual, family, foundation, and institutional donors, including six- and seven-figure commitments.
- Deepen longstanding relationships while engaging the next generation of philanthropists and advancing planned giving.
- Partner with colleagues in Jerusalem to shape compelling funding opportunities aligned with donor interests and the city's needs.
- Set clear fundraising priorities, goals, and systems to track engagement and revenue growth.

Board Leadership and Engagement

The CEO will work closely with the Board of Directors to strengthen its effectiveness as a governing, philanthropic, and ambassadorial body.

- Serve as the Board's primary professional partner, providing strategic guidance, transparency, and strong communication.
- Engage Board members in fundraising, donor stewardship, and organizational growth.
- Help recruit and develop a new generation of philanthropic and civic leaders.
- Partner with the Board to define priorities, measures of success, and a culture of active participation.

External Relations, Visibility, and Strategic Positioning

The CEO will be a compelling public representative of the Jerusalem Foundation and a leading voice for its work in the United States.

- Elevate the Foundation's profile among American philanthropists, Jewish communities, foundations, and civic leaders.
- Articulate a clear and compelling narrative about Jerusalem and the Foundation's impact.
- Strengthen communications, digital outreach, storytelling, events, and partnerships to reach new audiences.
- Represent the Foundation at philanthropic and community gatherings across the United States.

Partnership with Jerusalem

The CEO will serve as a trusted and effective bridge between Jerusalem Foundation USA and the Foundation's leadership and professional team in Israel.

- Build strong relationships with the Foundation's leadership, staff, and philanthropic partners in Israel.
- Develop a deep understanding of Jerusalem's priorities and coordinate fundraising, donor relationships, and commitments across the organizations.
- Represent American donor perspectives while respecting the expertise of colleagues in Jerusalem.
- Navigate cultural and organizational differences with diplomacy and strengthen systems for communication and impact reporting.
- Travel regularly to Jerusalem to deepen relationships and connect supporters with the Foundation's work.

Key Responsibilities (Cont.)

Organizational Leadership and Capacity Building

The CEO will lead a lean, entrepreneurial American organization, ensuring that its people, systems, and resources are aligned with its philanthropic ambitions.

- Set organizational priorities and an efficient operating model that supports growth and financial discipline.
- Build and lead a small, high-performing team with strong fundraising capacity.
- Oversee budget, operations, administration, and donor-management systems in partnership with the Board.
- Foster a culture of initiative, accountability, collaboration, and commitment to the mission.

The Ideal Candidate

The ideal candidate will be an accomplished nonprofit, philanthropic, or advancement leader with the ability to build relationships, inspire significant charitable investment, and lead with vision and practical judgment. Candidates may be experienced chief executives, senior development leaders ready for broader responsibility, or entrepreneurial nonprofit leaders with the credibility and instincts to succeed in this role.

The successful candidate will bring:

Exceptional fundraising and relationship-building ability. A record of cultivating major donors and securing transformational philanthropic support through authentic, sustained relationships.

Strategic and entrepreneurial leadership. The ability to identify opportunities, set priorities, and turn ambitious goals into action while leading hands-on in a lean organization.

Credibility, presence, and communication skills. Sound judgment and the ability to engage influential donors, volunteer leaders, and senior professionals while conveying the Foundation's work with clarity and conviction.

Commitment to Jerusalem and cultural fluency. A genuine connection to Jerusalem, appreciation for its complexity and diversity, and the flexibility to work effectively across Israeli and American cultures.

Board partnership and adaptability. Experience engaging nonprofit boards, taking ownership of results, and navigating ambiguity with resilience and long-term focus.

The Ideal Candidate (Cont.)

Leadership Qualities

The next CEO will be:

- **Relationship-driven:** Builds trust through listening and genuine connection.
- **Ambitious and disciplined:** Recognizes Jerusalem's fundraising potential and turns vision into results.
- **Collaborative:** Works effectively across institutional and cultural boundaries.
- **Persuasive:** Communicates Jerusalem's story with optimism, nuance, and authenticity.
- **Resourceful:** Builds relationships and systems while navigating complexity with resilience.

Location, Compensation and Benefits

Location

While New York City is the preferred location, we encourage qualified candidates from all locations to apply.

Salary

$400,000-$450,000

Benefits

The Jerusalem Foundation USA offers a generous health and benefits package.

Timeline and Next Steps

If you are interested in this position, please click **here** to submit a resume and cover letter. 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.

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Submit an application

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