Senior Director of Institutional Advancement, Office of the President

Yeshiva University

New York, New York

Salary: $225,000-$250,000

Background

About Yeshiva University

Yeshiva University is dedicated to academic excellence, intellectual exploration, and the advancement of timeless values that shape and impact lives. With a rich tradition rooted in Jewish thought and heritage, YU fosters a dynamic learning environment across its undergraduate, graduate, and professional schools. The university's mission is to cultivate the next generation of leaders who will contribute meaningfully to society, guided by a commitment to ethics, innovation, and service. The community extends far beyond the classroom, encompassing thousands of students, faculty, staff, and more than 70,000 alumni and supporters worldwide, all working together to build a brighter future.

Yeshiva University is at an exciting moment in its history. Long recognized for its extraordinary strength in Jewish scholarship and academic excellence, YU is building on that foundation in ambitious new ways. The university is attracting distinguished faculty from leading institutions, expanding into emerging fields, and developing new academic programs that are broadening its impact and reach.

Recent years have brought significant momentum. YU has welcomed leading scholars from institutions including MIT, Rutgers, and Cooper Union, expanded its offerings in science, technology, and healthcare, and established new schools and programs in areas such as engineering, mental health, and dentistry. These developments reflect a university that is strengthening its longstanding areas of distinction while positioning itself for even greater academic prominence.

At a time when higher education is facing important questions about its purpose, values, and direction, YU has a distinctive opportunity. Its commitment to intellectual excellence, Jewish values, and meaningful contributions to society is resonating with students and faculty alike. With strong momentum and ambitious plans for the future, YU is poised to build on its accomplishments and reach new levels of excellence and impact.

The Position

Yeshiva University seeks an accomplished and entrepreneurial advancement professional to serve as Senior Director of Institutional Advancement in the Office of the President. As the principal advancement professional within the Office of the President, this individual will work closely with the President and senior university leadership to advance some of YU's most important philanthropic relationships at a pivotal moment in the institution's growth.

The Senior Director will serve as a key partner to the President in cultivating and advancing relationships with the university's most significant philanthropic supporters. This individual will help shape compelling opportunities for philanthropic partnership, connecting supporters to YU's ambitions across academic excellence, faculty recruitment, emerging fields, and new schools and programs. The Senior Director will also help create opportunities for the President to engage small groups of supporters through targeted gatherings and conversations that build deeper connections to the university and its priorities.

Reporting to the Vice President and Chief of Staff, the Senior Director will work closely with the President and collaborate with the broader Institutional Advancement team.

Role Overview

Key Responsibilities

- Work closely with the President to build and maintain relationships with YU's most important donors and prospective supporters, developing thoughtful, individualized approaches to deepen existing relationships and build new ones.
- Participate in and lead donor meetings, working with the President and other university leaders to advance important conversations and solicit significant gifts.
- Prepare the President for donor meetings, including background briefings, talking points, and meeting strategies.
- Plan and coordinate opportunities for the President to engage small groups of supporters through roundtables, intimate gatherings, and conversations about YU's priorities.
- Develop a strong understanding of YU's academic programs, faculty, accomplishments, and future plans, and help communicate these to donors in ways that resonate with their interests.
- Bring sound judgment, creativity, and initiative to the work, while ensuring strong follow-through and discretion in managing important relationships.

The Ideal Candidate

Additional Qualifications

The ideal candidate will be a sophisticated, relationship oriented advancement professional who combines strong fundraising instincts with excellent communication skills, strategic thinking, and the ability to work effectively with senior leadership.

Candidates should bring:

- A genuine appreciation for and commitment to Yeshiva University's mission and values.
- At least ten years of significant fundraising experience, including a track record of cultivating, soliciting, and stewarding major gifts.
- Demonstrated ability to build relationships with high-capacity individuals and engage them in support of institutional priorities.
- Excellent written and verbal communication skills, including the ability to develop compelling messaging and prepare senior leaders for important donor conversations.
- Strong strategic thinking and judgment, with the ability to connect institutional priorities with donor interests.
- Exceptional organizational skills and attention to detail, with the ability to manage multiple relationships and priorities simultaneously.
- Ability to work collaboratively and build trust with university leadership, faculty, colleagues, and external constituents.
- The highest level of professionalism, discretion, and confidentiality.
- A bachelor's degree required; an advanced degree is a plus.

Who We Are

As a Yeshiva University employee, you will be part of a welcoming, diverse, and intellectually engaging community that values collaboration, excellence, and professional growth. The university offers a supportive and stimulating workplace with tangible employee benefits, opportunities for advancement, and a strong sense of purpose. Beyond professional development, YU is committed to ensuring a high quality of life for its employees, offering a work environment that prioritizes well-being, work-life balance, and a culture of mutual respect. Every role at YU contributes to its broader mission of education, research, and societal impact, ensuring that all members of the YU community—students, faculty, staff, alumni, and friends—are inspired to make a difference.

Compensation and Benefits

Yeshiva University offers a comprehensive and competitive compensation and benefits package for this role. The salary range for this position is $225,000–$250,000.

Equal Employment Opportunity

Yeshiva University is an equal opportunity employer committed to providing employment opportunities to all employees and candidates without regard to race, color, age, sex, national origin, disability status, or any other characteristic protected by federal, state, or local laws.

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.

Recruitment Fraud Notice: *DRG is the exclusive partner for this search. Legitimate communications will come directly from DRG using @drgconsulting.com email addresses or their LinkedIn profiles. If you are unsure whether a communication is authentic, please contact the consultant(s) listed in this posting.*

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Submit an application