Director of Israel Development

HIT is seeking an experienced professional for resource development to advance important initiatives of the Institute, including finding support to double the size of campus, establish new hubs of excellence, support Innovation and Entrepreneurship, and other key academic enterprises.

The Director will be responsible for:

* Building an Israel campaign strategy based on HIT priorities
* Identifying, cultivating and soliciting potential donors, and developing leads as to how to reach these donors
* Devising an annual campaign plan, with defined financial targets
* Preparing materials in Hebrew to submit to donors
* Organizing events and visits to advance campaign strategy (Business Forum, Gala Dinner, etc.)
* Creating an Israel Friends organization, with appropriate pro-active leadership
* Documenting donor gifts and organizing suitable database and website
* Stewarding donors and donations, and providing appropriate donor recognition

Qualifications

* At least 8 years experience in front-line resource development in Israel, with preference given to experience in academic or medical institutions
* Excellent written and oral skills in Hebrew (Mother language); good knowledge of written and spoken English required
* Self-starter; ability to work on own, navigate complex internal organizational situations
* Ability to adjust quickly to changing dynamics
* Relationship-building and team-building skills
* Bachelors degree from recognized Israeli Institution
* Understanding of technology and design a plus

The Israel Desk Director will report to the Senior Advisor to the President, and will work in cooperation with the contracted development representative of the Holon Friends