



SHARSHERET®

DIRECTOR OF MAJOR GIFTS, NORTHEAST

At Sharsheret, every day is an opportunity to make a meaningful difference in the lives of women and families facing breast and ovarian cancer. As we mark 25 years of impact and look toward our next chapter, we are seeking an energetic, relationship-driven Director of Major Gifts to build lasting relationships with donors, inspire philanthropy, and help expand the support that makes our work possible.

This position is an integral part of the development team of seven, working to determine effective strategies for the identification, cultivation and solicitation of major gift prospects. Reporting to the Chief Development Officer (CDO) and working closely with the Chief Executive Officer (CEO), the Director of Major Gifts, Northeast is responsible for managing and growing Sharsheret's major gifts program and for cultivating, soliciting, and stewarding a portfolio of major donors and prospects primarily in the Northeast. The role focuses on renewing existing support, increasing gift levels, securing new major gifts, and strengthening long-term donor engagement. The Director of Major Gifts will be accountable for an annual major gifts revenue goal of \$600,000 minimum.

This is a full-time hybrid position, working out of Sharsheret's Teaneck, NJ office 2 days per week.

Key Responsibilities

- Manage and grow Sharsheret's Jewel Circle Program throughout the Northeast, including donor engagement, stewardship, renewals, upgrades, and growth of the program.
- Manage a portfolio of major donors and prospects, developing individualized strategies to cultivate, solicit, renew, and upgrade donors, with the overall annual goal of \$600,000 minimum.
- Identify and cultivate new major gift prospects through referrals, existing networks, event participants, and other Sharsheret relationships.
- Develop and execute meaningful donor engagement and stewardship strategies that demonstrate the impact of philanthropic support and create opportunities to deepen donors' involvement and investment in Sharsheret.
- Partner with the CDO, CEO, board members, and other senior leaders on donor cultivation and solicitation strategies, including preparing leaders for major donor meetings and ensuring timely, thoughtful follow-up and stewardship.
- Maintain accurate and timely donor records and activity in Sharsheret's database and donor listings, including reports, next steps, solicitation plans, and gift information.
- Provide regular reporting and insight on the Jewel Circle Program and major gifts portfolio, including pipeline activity, anticipated renewals, upgrade opportunities, new prospects, and revenue projections.
- Support the Development team in other fundraising and departmental priorities as needed, contributing to the overall success of Sharsheret's development efforts.

Qualifications

- Experience in major gifts, fundraising, relationship management, or a comparable donor-facing role, with a demonstrated track record of cultivating, soliciting, and closing significant gifts.
- Experience managing or growing a major donor program or giving society preferred.
- Strong interpersonal, written, and verbal communication skills, with the ability to build authentic donor relationships, make direct financial asks, and compellingly communicate Sharsheret's impact.
- Highly organized, self-directed, and goal-oriented, with strong follow-up and donor-tracking skills and the ability to manage multiple priorities in a fast-paced, growing organization.
- Ability to collaborate effectively with senior leadership, volunteers, and colleagues and be accountable for measurable fundraising results.

The Jewish Breast & Ovarian Cancer Community

866.474.2774 | www.sharsheret.org | info@sharsheret.org

Regional Offices: California • Florida • Illinois • New Jersey • New York

- Passion for Sharsheret's mission.
- Familiarity with donor databases required; experience with DonorPerfect a plus.

TO APPLY

Send resume and cover letter to resumes@sharsheret.org. No telephone calls please. Salary (\$125,000-\$160,000) and benefits commensurate with experience.

Sharsheret provides equal employment opportunities to all candidates regardless of economic or social status and will not discriminate on the basis of race, color, ethnic origin, creed, religion, political belief, gender, sexual orientation, marital status, or age.