



Major Gifts Officer (Remote)

About TAMID Group:

TAMID facilitates experiential education and cultivates relationships to create a strong, lasting connection to Israel for emerging professionals. This takes place through a series of programs aimed at college students and graduates:

1. A comprehensive education curriculum
2. Pro-bono consulting for Israeli startups
3. An Israel-focused investment portfolio
4. A summer internship program in Israel
5. Community, professional development, and Israel engagement for alumni

About the Position:

TAMID Group seeks an individual who is experienced in the Fundraising/Development space, with a strong track record of soliciting \$10,000+ gifts. They will need to move quickly and be able to manage various projects. This role requires professionalism to work across departments with leaders in various roles. They will report directly to the Chief Development Officer while supporting the broader Development Team. This role does not have any direct reports to supervise. This role requires a go-getter. While TAMID is a nonprofit, we operate like a small start-up in a fast paced environment.

Detailed Job Responsibilities:

Development Fundraising (85%)

- Manage a portfolio of donors ranging from \$5,000+ with opportunity for bonus compensation
- This role will be responsible for filling a portfolio of 100-150 gifts by using prospecting tools, their network, and researching lapsed donors in Salesforce
- Phone call and email outreach to current, lapsed, and prospective donors
- Phone call and email outreach to parents of TAMID Group alumni to cultivate relationships and secure gifts
- Prospect new supporters to qualify or disqualify them using Salesforce, DonorSearch, and other prospecting tools

Other (15%)

- Remaining flexible in a small, collaborative, hands-on development team (increased role in special projects as they come up, etc)

The ideal candidate will have:

- Passion for the work and mission of TAMID Group
- Bachelor's degree
- 3-5 years of nonprofit, sales, or other relevant experience
- Demonstrated ability to establish and maintain strong relationships
- Goal-oriented, project-oriented, and achievement-oriented work style
- Excellent oral and written communication skills
 - Willingness to travel up to 20%

Salary and Benefits:

\$100k+ with additional bonuses, as well as comprehensive benefits including: Health, Vision, Dental, Retirement, WFH stipend, Gym stipend, cell phone reimbursement, and more.

To apply please submit a resume [here](#).

TAMID is an Equal Opportunity Employer. The organization does not discriminate in employment and personnel practices on the basis of race, sex, age, handicap, religion, sexual orientation, or national origin.