



Job Description

POSITION TITLE: Director, Business & Professionals

DEPARTMENT: Campaign

REPORTS TO: Senior Director of Campaign

About the Federation:

The Jewish Federation of Broward County strives for excellence. We cultivate an inclusive space where all feel welcome, celebrated, and contribute meaningfully to our shared vision. At the Jewish Federation of Broward County, you can be part of one of the most effective non-profit organizations in South Florida. Our mission is to mobilize the Jewish Community to provide leadership and financial resources that strengthen and enhance Jewish life in Broward, Israel and worldwide.

About the Position:

The Director of Business & Professionals leads philanthropic growth within Broward's professional community, driving strategy, engagement, and revenue across key industry sectors. This is a highly visible role for a relationship-driven professional who thrives on strategic impact.

You will design and execute industry-based affinity initiatives and signature experiences that convene leaders in real estate, law, finance, and other professional sectors—creating meaningful opportunities for connection, peer networking, and increased investment in Jewish Broward.

This position oversees the Business & Professionals Philanthropy Board and guides industry committees, building strong leadership and donor pipelines. You will manage and grow a personal portfolio of donors and prospects, track and achieve clear performance metrics, and lead peer-to-peer solicitation efforts that inspire increased and sustained giving. With an active presence across both Federation and community settings, you will cultivate relationships with professional leaders and key stakeholders, ensuring strong engagement, long-term loyalty, and continued philanthropic growth within the Business & Professionals division.

This role offers a unique opportunity to deepen the professional community's connection to Federation while delivering tangible, results-driven philanthropic outcomes.

What You Will Be Doing:

Portfolio Management & Revenue Growth

- Manage and grow a portfolio of donors, with a focus on increasing annual campaign giving.
- Maintain strong relationships with existing donors while identifying and cultivating new professional prospects.
- Set and drive measurable fundraising goals and KPIs.
- Partner with volunteer ambassadors to execute peer-to-peer solicitations and grow campaign participation within professional sectors.

- Maintain accurate moves management and donor tracking in RE/NXT to monitor performance and progress.

Professional Affinity Leadership & Engagement

- Oversee and strengthen the Business & Professionals Philanthropy Board.
- Lead and support industry-specific committees, including Real Estate, Attorneys, Finance, and other professional sectors.
- Recruit, engage, and retain professional leaders to build a strong donor and leadership pipeline.
- Develop affinity-based strategies that deepen engagement and increase philanthropic investment.

Programs & Events

- Oversee the planning and execution of Business & Professionals engagement and fundraising events in collaboration with Marketing, event chairs, and committee members.
- Design programs that foster meaningful networking, industry connection, and increased support for Federation priorities.
- Ensure Business & Professionals leaders are integrated into Federation-wide initiatives and campaign moments.

Collaboration & Cross-Department Partnership

- Partner with the Corporate Professional to leverage corporate relationships and sponsorship connections to drive individual giving opportunities.
- Work closely with the Marketing Department to promote Business & Professionals initiatives and highlight impact.
- Collaborate with campaign colleagues to identify new prospects and facilitate strategic introductions that lead to increased campaign support.

What You Need to Succeed:

- Bachelor's degree or higher in non-profit management, finance, business, communications, or related field.
- Minimum of 5 years of work experience in fundraising or business development.
- Prior experience working with volunteers and committees within the Jewish community is highly desirable.
- Ability to engage and collaborate with diverse groups of donors and stakeholders.
- Highly organized, motivated self-starter with exceptional follow-through.
- Excellent communication skills, both written and verbal, with comfort in interacting with high-net-worth individuals.
- Knowledge of and familiarity with Jewish heritage and customs.
- Proficient in Microsoft Office products (Access, Word, Excel, Outlook, PowerPoint) and social media tools; ability to quickly master new software.
- Detail-oriented with strong organizational skills and the capacity to meet deadlines while multitasking.

Benefits

The Jewish Federation of Broward County is an equal-opportunity employer offering a people-friendly environment. The benefits of this position include a full suite of medical benefits, up to 3% retirement contribution; competitive paid time off and parental leave; opportunities for professional development; and a work culture that pairs high expectations and accountability with significant flexibility.