



Denver Academy of Torah

Director of Development Position Specifications

THE OPPORTUNITY

Denver Academy of Torah seeks a mid-career fundraising professional who is skilled, energetic and mission-focused to serve as Director of Development. The Director of Development creates and executes the school's development strategy, including a robust annual campaign, a major gifts effort, foundation and corporate grants program, a comprehensive endowment campaign and a detailed donor stewardship program. This is an opportunity for a dynamic development professional to move an innovative organization to the next level.



ESSENTIAL DUTIES

- Work closely with the Head of School to develop and implement a comprehensive development strategy that advances relationships with major donors.
- Develop and lead the execution of a strategic fund development plan with short- and long-range goals to meet institutional funding objectives. The annual fundraising goal is currently \$800,000.
- Manage an event planner in fundraising efforts, including Parlor Evening and Annual Gala.
- Cultivate and retain foundation and corporate donors locally and nationally. Oversee a grant writer and maintain a grant calendar.
- Cultivate and maintain long-term relationships with a portfolio of major gift donors to solicit directly to support general operations, endowments, legacy giving, and other gifts to ensure financial sustainability.
- Directly raise gifts from Board of Directors and build their capabilities and skills in fundraising.
- Establish and nurture a culture of philanthropy throughout DAT, including staff, board and donors.
- Collaborate in the development of communication and marketing materials, including print, online and social media, to maximize awareness of DAT and support of its programs with Jewish and secular audiences.
- Expand donor base to include alumni, past parents and grandparents and friends.
- Manage maintenance of donor records, recognition and acknowledgement.
- Analyze giving data to set and help achieve ambitious donor expansion and retention goals.
- Develop an annual budget for development activities and regularly evaluate its effectiveness and the cost of fundraising.

EXPERIENCE AND PREFERRED QUALIFICATIONS

- Bachelor's degree is required; master's degree in Nonprofit Management is preferred.
- Five or more years of progressively responsible fundraising experience preferred, and preferably in a Jewish setting. At least two years working with funders on proposals or asks in excess of \$50,000. Marketing background an additional plus.
- Demonstrated expertise in creating and implementing comprehensive strategic development programs to include individual giving, planned giving, corporate donations and foundation grants.
- A track record of success in engaging and educating Board Members and their Development Committee in creating a highly effective culture of philanthropy.
- Experience assisting or creating development collateral to support fundraising activities and donor engagement.
- Knowledge of the Denver and statewide fundraising community, including individual, corporate and foundation sources, is highly preferred.
- Experience in using and analyzing databases.

PERSONAL CHARACTERISTICS

A passion for K-12 education and helping shape the lives of our future leaders. Subscribes to the highest professional standards of ethics and personal integrity. Excellent verbal, written and



listening communication skills. A proactive, driven self-starter who regularly explores and brings new ideas to the school, especially regarding fundraising best practices. Positive, high-energy individual who is optimistic and creative while being pragmatic. Ability to establish trust and rapport with a variety of stakeholders. A reputation for discretion, sound judgment and counsel.

MISSION

We nurture students to be both Torah-observant role models and 21st century leaders through an intellectually rigorous and spiritually inspiring innovative education.

HISTORY

Denver Academy of Torah (DAT) opened in 1993 in a small building owned by a local Synagogue. A determined group of parents sought to create a school focused on excellence in both Judaic and general studies. The school became a place where students could develop strong bonds to the land and State of Israel. It was also a place that nurtures students to develop into upstanding moral citizens who are productive members of society.



The school attracted more families who were interested in the warm and nurturing environment, and in 1999, DAT moved into our current building on our beautiful 9-acre campus in the Lowry neighborhood on Denver's east side. In response to a strongly felt and articulated community need, DAT then expanded its offerings in 2010 with the opening of a high school. Today, DAT is a thriving and growing co-educational Modern Orthodox Jewish day school

serving students in kindergarten through grade twelve. With 193 students and 45 staff, DAT is accredited by the Association of Colorado Independent Schools.

OUR BELIEFS

We strive for an environment where Torah (Hebrew word for bible) is at the forefront, introspection is encouraged, and open discussions lead to deeper understanding of education, religion, self and our world.

Best practices in education, as well as Judaism, place an emphasis on independent thinking. As such, we train our students to question and examine teachings, allowing them to develop and refine their own perspectives on religious understandings. No question is taboo at DAT, and independent and critical thought is encouraged in both general and Judaic studies.

For more information about Denver Academy of Torah, please visit: DATCampus.org.

COMPENSATION

Denver Academy of Torah will offer the successful candidate a competitive salary in the range of \$60,000 - \$70,000 and a comprehensive benefits package which includes medical, dental and vision insurance, life and disability insurance, flexible spending accounts, a generous paid time off policy, free parking, and 403(b) retirement plan. This is an exempt full-time position, 40 hours a week.

NON-DISCRIMINATION

Denver Academy of Torah firmly supports the principle and philosophy of equal opportunity for all individuals, regardless of age, race, gender, creed, national or ethnic origin, disability, veteran status or any other protected category pursuant to applicable federal, state or local law.

TO APPLY

Our professional community is rooted in collaboration, fun, generosity of spirit and a passion for our mission. We encourage you to join our team! Please send cover letter and resume to Naomi Lev, Head of School, nlev@datcampus.org with your name and DOD in the subject line. Those received prior to Jan 31, 2017 will receive preferential consideration. No phone calls, please. Thank you.