



Camp Ramah in the Berkshires Major Gifts Officer (Part-Time)

Organizational Overview

Camp Ramah in the Berkshires (CRB) is a dynamic Jewish summer sleep-away camp that integrates Jewish values, education, love of Israel, outdoor camping experiences and fun in a natural and nurturing setting. It is a place for personal growth and the development of lifelong friendships. Generations of families have attended and continue to attend this camp which enjoys a stellar reputation and philanthropic support from its Board, community of camp families and the broader Jewish community.

Position Summary

The Major Gifts Officer (MGO) is responsible for managing a portfolio of major gift prospects and donors. A key member of the Ramah Berkshires Advancement team, the MGO will work with Senior Staff, capital campaign leadership, and other key volunteers in developing and executing cultivation and solicitation strategies as part of Ramah Berkshires' upcoming comprehensive campaign and beyond. The position reports to the Director of Institutional Advancement.

Essential Duties and Responsibilities

- Responsible for soliciting gifts of \$25,000 and higher from alumni, parents, and other friends of Camp.
- Manages a portfolio of approximately 25–50 donors and prospects in support of the comprehensive campaign.
- Creates and executes donor strategies that incorporate all aspects of the gift cycle i.e., identification, qualification, cultivation, ask, stewardship.
- Works collaboratively with campaign leadership/key campaign volunteers, Advancement staff, and senior leadership to cultivate and solicit donors for increased annual giving and strategic campaign priorities.
- Creates appropriate stewardship strategies to ensure positive and purposeful prospect and donor relations.
- Participate in campaign prospect visits, as appropriate.
- Participate in fundraising and cultivation events, and follow-up with major gift prospects.
- Works with Database Administrator to ensure donor strategies are accurately tracked in the database.

Qualifications

- Bachelor's degree, Masters preferred.
- Five to seven years successful experience in major or planned gift fundraising.
- Must be a highly energetic professional with a track record of building donor relationships and closing gifts in the \$25,000–\$100,000 range.
- Ability to understand the needs and interests of leadership and major gift donors in order to develop relationships between them and Ramah Berkshires.
- Demonstrated leadership and the ability to successfully manage multi-functional or diverse areas.
- Successful experience in developing cultivation and solicitation strategies.
- Knowledge of Jewish camp, and passion for CRB's mission.
- Ability to staff occasional evening and weekend programs in the New York Metropolitan area, in addition to occasional travel to Camp (in Dutchess County, New York) during the summer months.
- Excellent verbal and written communication skills.
- Must have excellent interpersonal skills and a demonstrated record of completing assignments.
- Must be willing to travel (75% regional travel).
- Proficiency with donor databases and Microsoft and Google applications.

Position Details

- Half-time (20 hrs/wk) position.
- Salary commensurate with experience.
- Benefits and vacation package included.
- Opportunity for camp tuition discount.

Interested candidates please forward resume and cover letter to jobs@ramahberkshires.org. No calls please.