

Job Title: Development Director

Reports to: Executive Director

Location: Flexible

ABOUT SVARA

SVARA is a traditionally radical yeshiva with a national, Queer-normative community made up of the brightest, boldest, and most courageous learners—many formerly alienated from Jewish life—who, through SVARA’s accessible but rigorous approach to Talmud study, unique pedagogy, and intensely diverse bet midrash, become players in the Jewish future. Recognized for our faculty, led by Rosh Yeshiva and founder Rabbi Benay Lappe, and named on Slingshot’s 10 to Watch List for being one of the most dynamic organizations creating change in the Jewish community, SVARA offers a widening reach of programs, currently including teacher training, immersive programs, and online learning.

JOB DESCRIPTION

SVARA is seeking a Development Director to join our growing team in building toward our long-term sustainability. SVARA’s budget is currently \$1.8M, with plans to reach \$3M by 2023 and approximately 85% of our revenue comes from grants and individual giving. The Development Director will be responsible for implementing our major gifts and annual giving strategies, in close partnership with our leadership team. They will build relationships among our national learning community and within the Jewish and queer philanthropic sectors. They will approach the work with an understanding of economic justice and equity and will nurture a base of donors who will become long-time sustainers of SVARA’s mission. This is a full-time, remote position reporting to the Executive Director.

JOB RESPONSIBILITIES

- Develop and implement major gifts strategy to engage new and existing donors in partnership with ED and Rosh Yeshiva
- Develop and maintain a prospect portfolio to optimize fundraising opportunities and manage relationships with a set of new and existing donors (~60-75 relationships)
- Oversee growth in SVARA’s grants and individual giving revenue to \$2.5M over the next three years
- Manage and implement all elements of annual giving, including donor acknowledgment, campaign planning and implementation, and monthly giving program

- Play a key role in soliciting individual gifts through virtual one-on-ones and in-person meetings (when safely possible)
- Integrate fundraising elements within community engagement events online
- Integrate fundraising messaging within broader communications strategies
- Support grant writing and reporting processes, tracking deadlines and communications
- Generate quarterly stakeholder updates, highlighting program successes, and content insights
- Support board members, Rosh Yeshiva, and ED in fundraising activities, including assigning prospects and managing stewardship touchpoints
- Work closely with the Operations Director and others to ensure the integrity of data in CRM

ABOUT YOU

- You have experience successfully engaging and stewarding donor relationships on a national scale
- You know how to leverage connections within Jewish and/or queer philanthropy to support an organizational vision
- You're a savvy, clear communicator with excellent attention to detail
- You know how to copy edit, prefer oxford commas, and have a command of grammar and punctuation that would wow your high school English teacher
- You are an experienced storyteller who loves drawing connections between learning, personal experience, and current-day contexts
- You bring attention and awareness to economic justice and equity in your approach to fundraising and development
- You lead with self-awareness, groundedness, and humility
- You're flexible and able to pivot seamlessly when unexpected situations arise
- SVARA's approach to "traditionally radical" learning is compelling to you. You're committed to acknowledging and interrogating mechanisms of power and inequality in our work and in the world
- Extra bonus points if you're comfortable navigating Jewish texts beyond the introductory level, can decode Hebrew words and phrases, and are familiar with rabbinic text
- You're comfortable and excited about holding and fostering Queer-normative space

WHY YOU WANT TO WORK AT SVARA

- Our staff culture is joyful, informal, Queer-normative, and caring

- You'll get lots of opportunities to grow in both your Jewish learning and professional development
- You'll be part of a project that is recognized nationally for innovative and empowering approaches to Jewish education & learning
- You get to work with SVARA-niks around the country (and the world!)—the queerest, smartest, most radical humans on the planet (okay, we're biased...)

Salary and Scope

- This is a full-time position that plays an integral role in our collaborative team environment.
- This position can be based anywhere in the US.
- This is a salaried, exempt position with a salary range of \$75-95,000/yr with a benefits package that includes 100% employer-covered health and dental, unlimited vacation time plus paid federal and Jewish holidays, retirement contribution beginning in 2022, and access to professional development funds.

Systemic inequities in hiring have caused women, people of color, LGBTQIA+ folks, and others to apply to jobs only if they meet 100% of the qualifications. SVARA encourages you to break that statistic and apply, as no one ever meets 100% of the qualifications. We look forward to your application.

Please submit your resume and cover letter to jobs@svara.org. We encourage you to apply soon. Applications will be reviewed on a rolling basis.

SVARA is an equal opportunity employer that supports workplace diversity. LGBTQIA+, people of color, and people with disabilities are strongly encouraged to apply.