



*America's Jewish Television Network*

## **DIRECTOR OF DEVELOPMENT**

Jewish Broadcasting Service (JBS)  
Location: Hybrid / Remote (NY/NJ/CT area required)  
Reports to: CEO  
Works closely with: VP, Development & Administration  
Salary range: \$130,000–\$175,000

## **ABOUT JBS**

Jewish Broadcasting Service (JBS) is a pioneering Jewish media organization with decades of reach, trust, and credibility. Long before Jewish content was widely available online, JBS built a daily presence in hundreds of thousands of homes through serious, high-quality Jewish programming.

Today, JBS reaches more than 300,000 cable households each month and is actively expanding across digital platforms. The next chapter of JBS is about scale without dilution: bringing Jewish life, learning, and conversation into the future with the same depth and integrity across every channel and platform where audiences engage.

JBS is supported by a broad base of donors, many of whom give consistently at smaller levels, reflecting deep trust in the mission. This provides a strong foundation for growth — including significant opportunity to increase mid-level and major gifts, deepen engagement, and expand revenue streams through sponsorships, underwriting, and content partnerships tied to JBS programming.

## **THE OPPORTUNITY**

This is a build-and-scale moment.

JBS is entering its next stage of growth and fundraising is central to making that future real. We are looking for a Director of Development **who is excited to build and scale the revenue engine behind that growth**: the data, the systems, the strategy, and the execution that turn belief into sustained revenue.

We are looking for someone who has spent 5–8 years building real development competency inside Jewish organizations — someone who knows this world from the inside, has worked their way up, and is ready to own a function, not just support one.

This is a hands-on leadership role with direct impact. You will have genuine ownership over how fundraising runs and how it grows, working closely with the CEO and the VP, Development & Administration. The development function is lean and the systems are still being built.

This role requires someone **who can make the ask**. You will carry your own portfolio of mid-level and major donors, cultivate relationships directly, and sit across from donors and close gifts.

You will also be a key partner in deploying the CEO as a fundraising asset — identifying who he should be cultivating, preparing him for major donor conversations, staffing key visits, and driving the follow-up that moves relationships toward commitments.

The role involves periodic travel. You will accompany the CEO to key donor markets for relationship visits and major gift conversations, and you will identify events — galas, federation gatherings, board dinners, communal convenings — where his presence opens doors. That includes speaking opportunities: the right forum puts JBS in front of the right donors, and your job is making sure those appearances translate into real pipeline and revenue.

## **WHAT YOU'LL OWN**

### Data, Systems & Fundraising Operations

- Own donor data, reporting, and performance analysis across all giving channels
- Build and improve CRM and fundraising workflows to reduce manual work and error
- Use Bloomerang to create dashboards that drive decisions
- Ensure accuracy, compliance, and discipline across all fundraising operations

### Fundraising Growth & Strategy

- Drive year-over-year revenue growth against clear targets
- Strengthen and scale individual giving across the donor base
- Increase donor retention, average gift size, and upgrades through segmented, data-informed campaigns
- Carry a portfolio of mid-level and major donors with direct outreach, stewardship, and personal asks
- Partner with the CEO on major donor strategy and follow-through
- Identify high-leverage opportunities for CEO engagement and convert them into pipeline

### Foundation & Institutional Giving

- Own and grow foundation fundraising pipeline — an area with significant unrealized upside
- Identify and cultivate foundations aligned funders
- Build compelling cases for support grounded in audience reach, programming depth, and cultural relevance
- Manage proposals, reports, and funder relationships in partnership with the CEO

### Programming, Marketing & Revenue Integration

- Stay informed on programming calendar, editorial priorities, and content strategy
- Translate content into funding narratives that resonate with donors and partners
- Develop thematic funding opportunities — bundled sponsorships, series support, calendar-based campaigns, and special initiatives
- Serve as connective tissue between Development, Programming, and Marketing so fundraising is always timely, informed, and mission-driven

## **WHAT THIS ROLE REQUIRES**

You have 5–8 years of nonprofit development experience, with meaningful time inside Jewish organizations or the broader Jewish communal world. You have worked your way up and you know this field from the ground level — donor management, campaign execution, CRM discipline, grant writing, and relationship stewardship.

You are ready to own a function. You think strategically and execute precisely. You care about clean data and working systems, and understand that strong infrastructure underpins all relationship work.

**You are a closer.** You have personally made major gift asks and you are comfortable in high-stakes donor conversations. You know how to move from relationship to commitment and follow through.

You know how to work with a CEO — identifying where their time has the most impact and ensuring preparation and follow-up are tight and effective.

You are intellectually curious about content and culture. You follow what JBS programs and why. You understand how editorial vision, Jewish values, and audience impact translate into compelling funding narratives and you know how to make that case to donors, foundations, and institutional partners.

You are a builder. You are energized by unfinished systems and undefined paths. You take ownership seriously and you deliver.

#### **WHAT SUCCESS LOOKS LIKE**

- Measurable year-over-year revenue growth
- Clear and growing donor pipeline across segments
- Increased donor retention and movement from small to mid-level giving
- Strong execution of major gifts strategy in partnership with the CEO
- Expanded foundation funding and program-based sponsorship revenue

#### **JBS CORE VALUES**

- Learning Mindset – Continuous learning, honest reflection
- Entrepreneurial Spirit – Initiative, building, iteration
- Balance – Integrity, pluralism, sustainability
- Honor – Excellence, respect, mission commitment

Send your CV and cover letter to Vlada Barash at [vbarash@jbstv.org](mailto:vbarash@jbstv.org).