



Job Description

Intelligence & Analytics Professional

Position Summary:

Americans for Ben-Gurion University (A4BGU) seeks an Intelligence & Analytics Professional who will help advance the mission of the organization by initiating and maintaining comprehensive research strategies and corresponding stewardship tactics for donors and prospects at the major donor level (\$50K+) and above, with a particular emphasis on principal gift donors (\$5M+). This full-time position reports to the Director of Development Services and is an integral member of development services and broader resource development teams.

Duties and Responsibilities:

- Develops comprehensive wealth screening, prospect rating, and database segmentation processes and strategies, leveraging leading software as well as A4BGU's customer relationship management (CRM) system
- Obtains sophisticated research on current donors, foundations, and corporations as well as information on emerging Jewish philanthropic markets
- Identifies targeted lists of new or key donor prospects independently and in collaboration with fundraising team(s)
- Utilizes data mining techniques to proactively determine prospective major gift donors
- Works with Donor Database Manager to maintain wealth screening tools within CRM and to create system for research requests to proactively screen donors and prospects
- Prepares research briefings and donor profiles as requested
- Works collaboratively with CEO, Chief Development Officer, Chief of Staff & Strategic Initiatives, Director of Development Services and resource development team to determine strategic approaches for donor cultivation and stewardship
- Works collaboratively with market engagement professionals to monitor new sources of information pertaining to current donors and/or donor prospects
- Monitors and regularly updates donor profiles in A4BGU's CRM system, including but not limited to the fundraising manager relationships and other key volunteer contacts
- Keeps abreast of trends in prospect research, including but not limited to trainings, publications, and software/search engine memberships. Examples may include but aren't limited to APRA and CASE memberships.
- Other relevant duties as assigned

Experience:

- Bachelor's degree in relevant field; Master's degree preferred
- Five to seven years of increasing responsibility in developing and executing nonprofit fundraising or outreach strategies
- Experience working with online research tools such as WealthEngine, iWave, DonorSearch, ResearchPoint, Wealthpoint or similar
- Proficient with CRM systems such as Salesforce, DonorPerfect, Raiser's Edge or similar
- Knowledge of overall philanthropic landscape, particularly in academic institutions is strongly preferred
- General knowledge of Israel and/or scientific research is desired

Desired Skillset:

- Excellent written, verbal, and public speaking communication skills, including ability to craft compelling and audience-specific messaging
- Extremely detail-oriented, with ability to meet internal deadlines, manage time independently, and prioritize tasks as necessary
- Strong interpersonal skills and proven effectiveness managing, leading, growing and motivating individuals or team members
- Experience in building relationships internally and externally, as well as engaging a wide range of stakeholders
- Visionary leadership, problem-solving, decision-making and analytical skills
- Ability to evaluate complex challenges and initiate solutions that will achieve broad objectives
- Experience planning, designing and executing various projects, ensuring timely deliverables
- Knowledge of systems and donor management software preferred
- Basic knowledge of social media platforms, as well as relevant trends and tools

Salary Range: \$70,000-\$90,000, commensurate with experience; competitive benefit package available

Start Date: Immediately

How to Apply: Interested candidates should send a cover letter and resume to the attention of Joy Krohn, Director of Development Services, at jobs@americansforbgu.org. Please include "Intelligence & Analytics Professional" in the subject line. No telephone inquiries, please.

A4BGU is an equal opportunity employer.