



POSITION ANNOUNCEMENT

REGIONAL DIRECTOR, NORTHERN CALIFORNIA



WHAT WE DO

Founded in 1906, AJC works to enhance the well-being of the Jewish people and Israel and to advance human rights and democratic values in the United States and around the world. Among Jewish advocacy organizations, AJC is the leader in the global arena. We are known for our unparalleled access to diplomats, government officials, and faith leaders in more than 100 countries. In addition to our New York headquarters and Office of Policy and Diplomatic Affairs in Washington, D.C., AJC has offices across the U.S. and around the globe and maintains partnerships with Jewish communities worldwide.

AJC San Francisco is one of 25 regional offices in the United States advancing AJC's global diplomatic advocacy efforts to combat antisemitism, strengthening Israel's place in the world, and promoting pluralism and democratic values worldwide. The regional offices maintain the agency's nationwide presence, attract leaders and donors to AJC, enhance the agency's influence with key local, national, and international decision-makers and stakeholders, implement advocacy initiatives at the state/local level, and establish and nurture diplomatic and community relationships.

LEADERSHIP & CULTURE

Under the dynamic leadership of CEO Ted Deutch, a lifelong Jewish and pro-Israel activist, and AJC President, Michael L. Tichnor, who brings an impressive 20-year leadership history with AJC, we continue to stand up for the Jewish people, the State of Israel, and the democratic values that unite us all.

The Regional Director will report to Rabbi Serena Eisenberg, Director of Regional Operations, who previously served as the Northern California Regional Director, where she successfully strengthened the region's advocacy, leadership, and fundraising efforts. Before joining AJC, Rabbi Eisenberg served as Executive Director of Hillels at Stanford University and Brown University and currently serves as a mentor for Mandel Institute Fellows in Nonprofit Leadership.

The new Regional Director will lead and grow a San Francisco-based team of four to five or more individuals and interns, working collaboratively with our local and national teams to increase AJC's impact during a time that demands bold action on behalf of the Jewish people.

COMPENSATION & BENEFITS

- Salary – \$170,000-\$200,000
- Medical, dental, and vision plans
- 403(b) participation after one year of employment
- PTO: 15 paid days off, 15 paid sick days, 10 national holidays, 13 Jewish holidays (weekday holidays only)
- Flexible Spending Account options
- Transit plan

LOCATION

This is a hybrid role with an office located in San Francisco. Employees are required to be in the office two days a week, and some travel will be required, with frequent evening and weekend events.

POSITION SUMMARY

Reporting to the Director of Regional Engagement, the Regional Director, Northern California will implement innovative strategies to drive positive impact across the region, including invigorating the region's advocacy, fundraising, lay leadership, and staffing. Key focus areas for this role include:

- Establishing a highly visible presence for AJC in the community, expanding our reach in the greater northern California region, including creation of a comprehensive strategy for Silicon Valley.
- Advancing AJC's global advocacy agenda at the state and local level.
- Recruiting, developing, and inspiring a strong team and collaborative community partnerships.
- Increasing the engagement of existing, new, and prospective lay leaders.
- Diversifying and growing all fundraising streams, including the annual campaign.

This high-profile role will serve as an AJC community ambassador, trusted advisor to the regional board of directors and peer directors, and a leader and mentor to the regional team.

DUTIES & RESPONSIBILITIES

- Design and implement advocacy and programmatic initiatives that activate lay leaders, advance AJC's global priorities and goals, and offer a compelling case for supporting AJC's work.
- Lead efforts to counter antisemitism and support Israel in the unique political context of Northern California. Leverage opportunities to impact strategic policy arenas such as the technology sector, educational institutions, and DEI initiatives.
- Develop and maintain relationships and partnerships with international diplomats as well as local, state, and federal policymakers, leveraging these relationships for lay leadership engagement and community and advocacy impact.
- Drive fundraising activities including major gift funding and annual events, fostering a culture of philanthropy and client service.
- Develop and execute growth strategies for deeper engagement, fundraising, and impact, with particular attention to the Silicon Valley community.
- Boost AJC's media presence in print, TV, radio, and social media, and serve as the go-to spokesperson and official representative of AJC to influential stakeholders within the Jewish community and the public at large.
- Nurture interfaith and interethnic relationships in the community through collaborative initiatives with strategically selected inter-group partners.

CANDIDATE PROFILE

- Passion for AJC's mission, including promoting Israel, safeguarding world Jewry, combating anti-Semitism, advancing human rights, and protecting civil rights and civil liberties.
- Confidence as a public figure within the Jewish and general communities; knowledge of Jewish and non-Jewish leadership in the community and understanding of the state and local political landscape.

- Political savvy; strong diplomatic and interpersonal skills; ability to establish and maintain relationships and partnerships with diverse constituencies including political, government, diplomatic, news media, and education, ethnic and religious leaders, donors, volunteers, and community members.
- High energy and enthusiasm – a self-starter who thrives in an entrepreneurial environment.
- Strong organizational skills: ability to manage multiple projects simultaneously, work collaboratively with lay leaders and colleagues, make tough decisions, and implement agreed-upon initiatives.
- Strong ability to cultivate, develop, and maintain relationships with board leadership; experience with board management and governance; desire and ability to promote and implement the AJC lay-professional partnership.
- Ability to provide leadership, motivation, coaching, and management to staff; experience delegating roles and projects to staff and leading a high-performance team.
- Ability to manage complex initiatives and oversee budgets, planning, and financial management.
- Outstanding communicator: excellent public speaking, writing, and presentation skills, ability to present complex and diverse issues articulately and compellingly.
- Experience with fundraising, donor cultivation, and a proven track record of securing major gifts.

COVID-19 VACCINATION POLICY

AJC requires all staff to be fully vaccinated against COVID-19 unless one has a legally recognized reason for exemption.

FOR MORE INFORMATION OR TO APPLY, PLEASE CONTACT:

Shira Jacobs, Director, Blair Search Partners
1855 1st Ave., Suite 300, San Diego, CA 92101
shira@blairsearchpartners.com