



Director of Philanthropy
Jewish Community Services of South Florida
North Miami, FL

THE SEARCH

[Jewish Community Services of South Florida, Inc.](#) (JCS) is seeking a dynamic and well-connected Director of Philanthropy to expand philanthropic support and cultivate deep relationships within Miami's donor community. This is an exciting opportunity for an experienced fundraiser with an established local network of donors, foundations, and business leaders who can accelerate JCS's fundraising efforts by leveraging existing relationships and building new ones. Reporting to the President & Chief Executive Officer (CEO), the Director will develop and implement strategies to increase revenue across annual giving, major gifts, corporate and foundation giving, and planned giving. This position will play a pivotal role as JCS embarks on an ambitious \$18 million Endowment Campaign to ensure financial sustainability for its programs that serve seniors, Holocaust survivors, families in crisis, and individuals in need throughout South Florida.

The Director will contribute to the implementation of best practices in moves management and, through direct management and mentorship of frontline staff, will lead the team to increased productivity and strategic portfolio management by providing guidance on cultivation strategies and tracking team progress toward identified goals. The Director will have the opportunity to build a portfolio and will personally identify, cultivate, solicit, and steward gifts at all levels. Additionally, the Director will oversee the re-design and implementation of annual solicitation plans to grow membership in JCS affinity groups.

The successful candidate will possess a deep understanding of the entire donor cycle and be adept at advising on all aspects of cultivation, solicitation, and stewardship. They will have demonstrated experience working with high-level donors and securing significant philanthropic support. The successful candidate must be able to create a results-oriented work environment that encourages innovation, promotes diversity, and rewards collaboration – both in the division and across the agency – and group achievement. This individual will have exceptional communication, organizational, and relationship-building skills, as well as a strong work ethic and proactive and positive demeanor. Familiarity with the greater Miami-Dade donor community is desired, as is fluency in Spanish.

DIRECTOR OF PHILANTHROPY

KEY RESPONSIBILITIES

As the leader of the division of Philanthropy (previously Resource Development and Engagement), the Director will work closely with the Chief Executive Officer to devise strategies and set goals that achieve institutional objectives; implement a robust data-driven platform to measure progress while supporting the professional growth of staff members; and personally manage a select portfolio of high-level potential philanthropic partners and existing philanthropic partners.

Critical to success will be the Director's ability to proactively work to understand and maintain an in-depth knowledge of JCS' programs and staff. The Director will be a collaborative and trusted partner, providing support, counsel, and strategic guidance to senior leaders, volunteers, and staff in preparation for their active participation in the endowment campaign and sustained philanthropic activities. Additionally, the Director will serve as a resource, advocate, and spokesperson for the division and team.

Fundraising and Donor Engagement

- Develop and execute a strategic fundraising plan, leveraging deep connections within Miami's philanthropic, business, and Jewish communities.
- Manage a personal portfolio of up to 150 prospects and donors, targeting high-net-worth individuals, family foundations, and corporate partners.
- Personally cultivate, solicit, secure, and steward major gifts at the five- and six-figure level to support JCS programs and the Endowment Campaign.
- Lead donor engagement initiatives that deepen relationships and expand JCS's reach in Miami-Dade.
- Collaborate with JCS program directors to jointly solicit vendors and partners for sponsorships and philanthropic commitments.

Affinity Groups and Volunteer Engagement

- Grow and manage JCS's affinity groups, providing leadership and strategic direction to increase membership and philanthropic engagement.
- Recruit, onboard, and engage high-level volunteers and key community leaders to champion JCS's mission and fundraising efforts.

Events, Stewardship, and Campaign Leadership

- Oversee the execution of JCS fundraising events, including major donor recognition programs, stewardship initiatives, and signature fundraising campaigns like Milk and Honey and Matzah Mitzvah.
- Ensure a best-practices approach to donor stewardship, delivering high-touch experiences that foster long-term commitment.
- Collaborate with JCS leadership and the Board of Directors to maximize their involvement in fundraising and donor cultivation efforts.

IDEAL CANDIDATE PROFILE

The ideal candidate will be a highly motivated, results-oriented fundraising professional who brings:

- Strong, active relationships within Miami's Jewish, philanthropic, and business communities and a proven ability to leverage these connections for fundraising success.
- A track record of securing major gifts (\$50,000+), corporate sponsorships, and foundation grants, ideally within social services or healthcare.
- The ability to elevate a fundraising program—implementing data-driven strategies and building a high-performing pipeline for sustainable revenue growth.
- Exceptional interpersonal and relationship-building skills—a natural connector who thrives in networking, cultivation, and donor engagement.
- Strong strategic planning and program-building expertise, with the ability to craft compelling cases for support and donor proposals.
- Experience leading volunteers, board members, and affinity groups to maximize philanthropic impact.
- Outstanding communication skills, both written and verbal, with the ability to inspire, influence, and engage donors at all levels.
- A passion for JCS's mission and a deep understanding of the needs of the Jewish and broader Miami community.
- Fluency in Spanish is a plus.

QUALIFICATIONS

- 5-7 years of fundraising experience, ideally within a nonprofit, social service, or healthcare institution.

- Proven success in securing five- and six-figure gifts from individuals, corporations, and foundations.
- Deep knowledge of the Miami-Dade donor landscape, with an existing network of philanthropic connections.
- Experience managing a portfolio of high-level donors and executing solicitation and stewardship strategies.
- Bachelor's degree required; advanced degree preferred.

WHY JOIN JCS?

- **A Mission That Matters:** Make a direct impact on the lives of seniors, Holocaust survivors, families in crisis, and individuals in need.
- **A Network of Community Leaders:** Work closely with Miami's top philanthropists, corporate partners, and civic leaders.
- **An Opportunity for Growth:** Lead fundraising for a well-respected organization poised for significant expansion and long-term sustainability.
- **A Supportive and Collaborative Culture:** Be part of a dynamic, forward-thinking team dedicated to excellence in resource development.

APPLICATIONS, INQUIRIES, AND NOMINATIONS

Interested candidates should submit a resume and cover letter via the Isaacson, Miller website:

<https://www.imsearch.com/open-searches/jewish-community-services-south-florida/director-resource-development-and-engagement>

Rachel Ellenport, Partner
Rebecca Lyons, Search Coordinator

Jewish Community Services of South Florida is an equal opportunity employer committed to diversity, equity, and inclusion.

ADDENDUM A: JEWISH COMMUNITY SERVICES OF SOUTH FLORIDA

Since 1920, Jewish Community Services of South Florida has remained true to its original mission of providing exemplary social services through compassionate and comprehensive programs that help people stay healthy and productive. The agency plays an important and growing role in advancing the social and economic development of Miami-Dade County and the State of Florida. By partnering with our funding agencies, sister organizations, and local leaders, JCS continuously strengthens and solidifies its outreach and its impact. In this way, JCS continues to be a beacon of help, healing and hope as it addresses current needs with these three divisions:

Children & Youth Services

JCS specializes in compassionate services that address the unique needs of children, adolescents, and young adults. From mental health counseling and addiction treatment to violence prevention and mentoring initiatives, JCS has programs to assist youth in any situation or circumstance. In keeping with efforts to deliver help in neighborhood settings, many programs are offered at JCS offices, area schools, synagogues, and community centers.

Adult & Family Services

JCS' network of services assists adults and families of all incomes in ways that strengthen individuals, marriages, relationships, and family units, contributing to a healthier community. Those searching for mental health counseling, job assistance, support for survivors of domestic abuse and a variety of other services can count on JCS' professional staff for effective treatment and guidance. JCS is here to help in times of stress, strife and adversity with a range of quality programs.

Senior Support Services

Those over 60 are urged to take advantage of JCS' in-depth experience and expertise. Our number one priority is keeping seniors active, healthy and living in their own homes — for as long as it is safe and appropriate. From locations throughout Miami-Dade County, JCS helps clients maintain their dignity and independence with diverse initiatives that include home care, personal emergency response systems, home-delivered meals, care management, adult day care, and transportation services.

Other programs of note include the JCS Kosher Food Bank, the only food bank in Miami-Dade County to help families who require kosher food, which provides food to more than 400 families, 70 Holocaust survivors, and 225 children annually. JCS also runs **211 Miami**, which provides information and resources for all health and human services in Miami-Dade and Monroe counties.

ADDENDUM B: LEADERSHIP

Miriam Singer, President and Chief Executive Officer

As President & Chief Executive Officer, Miriam Singer is responsible for leadership and the success of Jewish Community Services (JCS) – a community-based non-profit social and health services agency serving the South Florida community for over 100 years. Singer joined JCS in January 2020 and was charged by its Board of Directors to implement a comprehensive strategic transformation of the agency aimed at efficiencies, innovation, and fiscal sustainability. With an annual budget and assets of \$36.6m and a dedicated, diverse team of 500 professional and support staff, JCS provides 30+ unique social and health service programs.

Singer's professional experience includes 35 years of service to Miami-Dade County government, where she began her career as a social worker working with survivors of domestic abuse and justice-involved refugees. She has broad experience in direct service delivery, management, and executive operations for human and business services. She developed and implemented justice and community-based programs serving Cuban and Haitian refugees, dual-diagnosis clients, survivors of domestic violence, and gang-involved youth.

Singer holds Bachelor of Arts and Master of Public Administration Degrees from the University of Miami. She has a Lean Six Sigma Green Belt, is a Certified Public Purchasing Officer and Contract Negotiator. She serves as a credential site reviewer for NASPAA, is an Advisory Board Member of Florida International University's MPA Program, as well as the Green School of International and Public Affairs. She is also a member of American Society of Public Administration's National Council where she chairs the Financial Management Committee, and is an active member of its South Florida Chapter Advisory Board. Singer also serves on the Community Critical Needs and Community Relations Council of the Greater Miami Jewish Federation and is an active member of the Network of Jewish Human Service Agencies.