

POSITION OPPORTUNITY

CHIEF ADVANCEMENT OFFICER



The Opportunity

JCC Association of North America seeks a dynamic, externally focused **Chief Advancement Officer (CAO)** to partner with the president and CEO in driving major philanthropy, cultivating national funders, and building an advancement team in a collaborative, high-energy environment.

Reporting to the president and CEO, the CAO will serve as a key member of the Executive Leadership Team and will play a central role in shaping JCC Association's next chapter. The CAO will provide vision and leadership across fundraising, marketing, and communications, advancing a comprehensive strategy that deepens philanthropic partnerships, strengthens brand and storytelling, and supports the organization's long-term sustainability and impact.

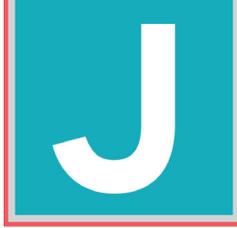
This is a rare opportunity to build and lead a sophisticated advancement function at a pivotal moment for a continental organization with deep reach, strong credibility, and significant growth potential.

The Role

The Chief Advancement Officer is responsible for leading all aspects of JCC Association's advancement efforts, including fundraising, marketing, and communications. The CAO will reshape and grow a next-generation advancement platform that is strategic, integrated, data-informed, and aligned with organizational goals.

This is a hands-on, externally facing advancement leadership role. The CAO is first and foremost a fundraiser—energized by donor engagement, experienced in managing a significant personal portfolio, and comfortable soliciting meaningful and transformational gifts—while also building and leading a high-performing advancement team. Working in close partnership with the president and CEO, and executive leadership team, the CAO will share ownership of key donor relationships, execute high-level fundraising efforts, and help structure and scale an integrated advancement function that advances a compelling case for support aligned with JCC Association's continental impact and future priorities.





A Transformational Organizational Moment

As part of this renewal, JCC Association has recently undertaken an organizational restructuring designed to expand offerings, increase collaboration, and strengthen impact across the field. The organization is now structured around three **Centers of Excellence:**

- The **Center for Talent Development**, dedicated to building leadership pipelines, supporting professionals and lay leaders, and significantly expanding training and development opportunities.
- The **Center for Jewish Peoplehood**, focused on strengthening Jewish connection, identity, and pluralistic engagement across diverse communities.
- The **Center for Innovation and Impact**, serving as a hub for research, data, program evaluation, and innovation, helping JCCs and JCC Camps measure

effectiveness, respond to emerging trends, and scale best practices across the JCC Movement.

These centers are designed to work in close partnership, leveraging data, professional expertise, and shared learning to better support individual JCCs and the communities they serve.

The restructuring is accompanied by expected organizational growth, expanded staffing, and new initiatives that strengthen JCC Association's role as a strategic partner, convener, and national thought leader. **Together, this transformation creates a compelling opportunity for a Chief Advancement Officer to articulate the organization's evolution, align philanthropy with strategic priorities, and build the advancement capacity needed to support an ambitious vision for the future.**

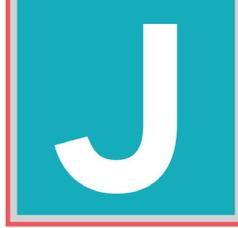


About JCC Association & the JCC Movement

With the appointment of a visionary president and CEO, JCC Association is entering a dynamic period of renewal and opportunity. From its New York headquarters, the organization strengthens and supports JCCs and JCC Camps across North America through professional development, consultation, research, and convenings. JCC Association also serves as the organizing body for signature initiatives including the JWB Jewish Chaplains Council®,

JCC Maccabi Games®, the Mandel Center for Jewish Education, JCC Association Center for Israel Engagement, and continental leadership conferences.

The JCC Movement is the largest platform for Jewish life in North America, comprising nearly 150 JCCs, camps, and affiliated organizations. Together, JCCs engage more than 1.5 million people each week, employ over 55,000 staff, and serve as welcoming, inclusive hubs for Jewish life, learning, culture, wellness, and community connection.



Key Responsibilities

- Lead a comprehensive, multi-channel advancement strategy that supports JCC Association's strategic priorities and long-term sustainability.
- Serve as lead fundraiser for JCC Association, personally managing and soliciting a portfolio of major donors, foundations, individual philanthropists, and corporate partners.
- Partner closely with the president and CEO to articulate a compelling national case for support, translate strategy into fundable priorities, and advance donor relationships.
- Lead an integrated marketing and communications strategy that advances fundraising goals, elevates brand visibility, strengthens impact storytelling, and ensures consistent, audience-centered messaging across platforms and stakeholders.
- Build, mentor, and lead a high-performing advancement team, with the opportunity to reshape and grow the function's structure, systems, and capabilities.
- Serve as a trusted member of the Executive Leadership Team and a key staff partner to the Board, fostering collaboration, accountability, and continuous improvement.

Candidate Profile

The ideal candidate is a confident, relational fundraiser who can read a room, build trust quickly, and move seamlessly between strategy and execution. They are energized by team-based work, comfortable operating in a fast-moving and evolving organization, and bring both rigor and warmth to their leadership style. This person is organized, thoughtful, and strategic—while also being approachable, collegial, and genuinely enjoyable to work with. Successful candidates will demonstrate:

- Experience leading or significantly contributing to comprehensive fundraising strategies, including a proven track record of building and stewarding relationships with donors at all giving levels.
- Strong strategic and organizational judgment, with the ability to translate vision into execution and lead a team.
- Excellent communication and storytelling skills, with a nuanced understanding of brand, audience, and relationship-based philanthropy.
- A commitment to mission-driven work and to the values and future of the JCC Movement.
- A collaborative leadership style and comfort working in close partnership with a CEO and a lay-driven Board.
- Experience in a continental nonprofit, membership organization, or multi-stakeholder environment is a plus, though not required.

Compensation & Benefits

Compensation will be commensurate with experience, with an anticipated salary range of **\$290,000 - \$350,000**, plus a comprehensive benefits package including health, dental and vision coverage, retirement plans, paid time off, and professional development support.

Location

Candidates based in or willing to relocate to the New York City area are preferred. Staff currently work on site Tuesday through Thursday, with the option to work remotely on Mondays and Fridays. This role requires **travel** estimated to be 25%-40%.

How to Apply

EMD Consulting Group is proud to partner with JCC Association on this search. Applications will be reviewed on a rolling basis with early interest encouraged. Apply **no later than February 27, 2026**. Please submit a resume and cover letter to:
search@emdconsulting.com

