



***Executive Search  
Vice President of Philanthropy  
Reseda, CA***

**Los Angeles Jewish Health (LAJH)** has retained Sterling Search, Inc. to conduct a search for its new **Vice President of Philanthropy LAJH Foundation (VPP)**. This position will report to the **Senior Vice President of Philanthropy, LAJH Foundation (SVPP)** and serve as part of the Philanthropy Department's leadership team.

Founded in 1912, and formerly known as the Los Angeles Jewish Home, LAJH is the largest single-source provider of comprehensive senior healthcare services in the Los Angeles area, serving nearly 4,000 people each year. Thousands of seniors benefit from the Los Angeles Jewish Health's community-based and in-residence care and services. Programs include:

- PACE (A Program of All-inclusive Care for the Elderly); hospice; palliative medicine; community clinics; short-term rehabilitation; and acute psychiatric care.
- Four campuses (Eisenberg Village, Grancell Village, Fountainview at Eisenberg Village, and Fountainview at Gonda Westside) serve seniors with options for independent living, residential care, skilled nursing care, short-term rehabilitation, and Alzheimer's disease and memory care.
- Los Angeles Jewish Health is also home to the Annenberg School of Nursing, which trains LVNs and CNAs.



**75% of the seniors served by LAJH rely on government assistance.** Meeting their needs is a considerable challenge, and it is the donor and community support that makes life at Los Angeles Jewish Health so special.



### **The Opportunity**

In the autumn of 2020, LAJH's Board of Directors selected its new CEO and President Dale Surowitz. Formerly the Chief Executive at Providence Cedars-Sinai Tarzana Medical Center, Dale's vision is to expand LAJH's comprehensive, senior healthcare system throughout the entire Los Angeles area with a goal of serving 10,000 seniors annually in residential and community-based services. LAJH's services are non-denominational.

Dale hails from successful philanthropic organizations like Providence Cedars-Sinai and recognizes that this vision cannot be achieved without a successful, state-of-the-art philanthropy program. Fundraising has always been an integral part of LAJH's culture, but with this new shared vision, the Board of Directors, Foundation Board and Senior Management Team are placing even a heavier emphasis on philanthropy, which is one of their primary key investments.

LAJH is able to maintain an exceptionally high level of services because of its diverse fundraising programs supported by caring individuals, corporations, and foundations. It is proud of both its operating Board of Directors (16) and Foundation Board (13) of which all members give a minimum of \$10,000, and many of whom give at a much higher level. There are also multiple support groups with a range of gift levels that provide significant charitable support.

Corey Slavin is the Senior Vice President of LAJH Foundation (SVPP) leading a team of 12 staff to raise a minimum of \$12 million annually. Corey has been in progressive roles with LAJH for more than seventeen years and has successfully interwoven philanthropy into all aspects of LAJH's culture. She is excited to partner and strategize with this new VPP to build an even more robust high performing team.

The Vice President of Philanthropy will join an established philanthropy team that is open to innovation and team-inspired successes. Under the leadership of Dale and Corey there is an entrepreneurial spirit supported by, for the first time this year, a bonus program of up to 10% of salary based on both team and individual activities and successes.

### **Position Overview**

In partnership with the SVPP, the VPP will be charged with leading the strategy for building a more robust philanthropy program through a strengthened culture of philanthropy. The new VPP will have a demonstrated track record of managing high-level donor strategy and acquisitions and will focus on driving a new focus for LAJH on principal and transformative gifts.

This is an on-site, “forward-facing” leadership position that interacts regularly with donors, the Foundation Board, support groups, residents and their families, staff and other stakeholders who are invested in LAJH’s mission and vision.

The Vice President of Philanthropy must bring an entrepreneurial spirit and passion for LAJH and will have a demonstrated track record of institutional vision and success that inspires all board, staff, and external stakeholders in the investment of LAJH’s mission.

### **Duties and Responsibilities**

- Annually design and implement a comprehensive development plan which positions LAJH to successfully focus on principal and transformative gifts in alignment with the shared vision and strategic plan for much greater impact. Helps maintain the fiscal health of the organization and provides future financial resources for growth and expansion, including but not limited to principal and major giving, annual appeal development and management, and third-party events and internal events.
- Directly supervise and develop and implement the strategy for the Director of The Associates and the Director of The Executives, both support groups of LAJH. The Executives G2G Donor group (donors of \$5,000 and more); The Associates Tiffany Society (donors of \$5,000 and more); The Statesman’s Society (\$10,000 and above donors to LAJH) and The Century Club (\$25,000 and above donors to LAJH).
- Oversee the planning and implementation of LAJH’s annual Reflections Gala, the signature event for the organization.
- Develop strong relationships within the community to foster a positive image to organizations and individuals to make LAJH the local charity of choice for funding.
- Work collaboratively with fundraising chairs and committees, event chairs and committees to provide oversight for fundraising events, including developing and overseeing production, timeline, budget and evaluation.
- Maintain portfolio of at least 100 donors for continuous development and stewardship.
- Other duties as assigned.

### **Skills and Knowledge**

- Excellent personal, verbal and written communication skills
- Customer service, communication and recordkeeping experience required
- Able to manage multiple projects while meeting deadlines
- Solid organizational, time management and project management skills required
- Initiative and collaborative skills necessary
- Ability to foster and promote relationships and partnering within the community
- Effectively promotes the mission of LAJH

### **Qualifications**

- 10 years of fundraising experience required
- 2-4 years of management experience required
- Knowledge and use of Microsoft Office, including Word and Excel required; Power Point preferred
- Ability to utilize donor database required
- Master’s degree preferred; Bachelor’s Degree required

### **Compensation**

Salary of \$175,000 to \$200,000 plus a bonus of up to 10% of salary, a 403(b) with match and a comprehensive range of benefits.

Please send resumes to:

Sterling Search, Inc.



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Call/Text Sarah: 949 903 2891

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