

Director of Development (Midwest)

Overview

The Alpha Epsilon Pi Foundation (AEPi Foundation, or “the Foundation”) is a 501(c)3 nonprofit organization dedicated to bolstering the values of the Alpha Epsilon Pi Fraternity. This is done through leadership development, partnerships with educational and Jewish communal organizations, and the provision of scholarships, financial support, and programming for the betterment of AEPi brothers, their campuses, or their community. Generous alumni and undergraduate members, parents, private philanthropists, and foundations, as well as other “Friends of AEPi” support the AEPi experience through the Foundation. This is done by providing:

- Individual scholarships for academic excellence, attendance at leadership development conferences, and educational trips to Israel
- Individual subsidies for AEPi’s leadership development, Jewish identity, and civic engagement programs
- Chapter programming grants for leadership training, Israel advocacy training and Jewish holiday programming

AEPi Foundation’s Midwest Region Director of Development maintains and grows a portfolio of donors within a given region of the United States. The Midwest region consists of the territory that includes Illinois, Wisconsin, Indiana, Ohio, Michigan, Iowa, Missouri, Kansas, and Minnesota. The main goal of this professional is to continually identify and steward current and new donors to the foundation to drive critical fundraising support for the Fraternity.

The Director of Development will work closely with and report to the Deputy Director of the Foundation to implement and execute on strategies aimed at increasing engagement and fundraising outcomes in support of AEPi. They will continually diagnose the needs and capacities of their assigned communities.

Job Responsibilities

- Identify, develop, and maintain a large fundraising portfolio of donor prospects with approximately 7000 in Illinois, 850 in Wisconsin, 1200 in Indiana, 4000 in Ohio, 2000 in Michigan, 250 in Iowa, 1800 in Missouri, 575 in Kansas, and 775 in Minnesota with a target of 5000 donors through cultivation and stewardship with an end goal of successful direct solicitations
- Work directly with the Executive Director to identify, engage, and solicit major donor prospects and to retain existing major donors.
- Meet benchmarks and goals based on donor base, regional activity and dollars raised with the goal of bringing more than \$1,000,000 annually

- Breakdown Fundraising goals by region/territory based on donor base population and capacity
- Pursue fundraising activities that encompass or lead to prospect and donor visits, solicitations, and successful gift closures
- Maintain a deep understanding of donors' and prospects' philanthropic inclinations, capacity, and motivations
- Design and execute dynamic, multi-phase personalized strategies that leverage community leaders, culminating in the successful solicitation and closure of substantial gifts
- Partner with local agencies and stakeholders within assigned communities to engage new donors
- Build engagement committees, fundraising opportunities, programs, and events in specific communities
- Develop current AEPi Donors into Lay leaders and Solicitors to grow regional campaigns organically and sustainably
- Work closely with lay leadership to achieve fundraising and engagement goals
- Collaborate with colleagues working for AEPi Fraternity and ESPONDA Associates with an end goal of supporting all fundraising initiatives and events throughout the organizational matrix. Initiatives and tactics may include but are not limited to
 - Housing Capital Campaigns for chapters within the region
 - Chapter support campaigns
 - Parlor meeting
 - Gala Dinners (In coordination with events staff)
 - Reunion and affinity events (In coordination with events staff)
 - Managing the 1913 Society at Regional Events
 - Individual outreach and solicitation