

HARRIS RAND LUSK

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Tikva Children's Home Executive Director - US Job Description

Mission: Tikva's Children's Home provides essential care services and educational opportunities to at-risk Jewish children and impoverished families in Odesa, Ukraine and Bucharest, Romania. By providing a supportive infrastructure for Jewish orphans and helping to rebuild and serve the broader Jewish community, Tikva has been able to play an important role in restoring and strengthening Jewish identity, which was deeply affected by decades of persecution and the constraints of communist rule. Since its founding more than 30 years ago, Tikva has helped over 3,000 adults and children through its children's homes, Jewish education initiatives, and community support.

Background: Tikva Children's Home is a residential care organization dedicated to providing vulnerable and at-risk children with a safe, stable, and nurturing environment. Tikva delivers comprehensive care that includes housing, education, therapeutic services, and emotional support, enabling children to heal from trauma and build meaningful, independent futures. In Romania, Tikva has become a home for more than 1000 Ukrainian refugees, offering housing, education, medical care and psychological services. In Odesa, even during these unpredictable and often dangerous times, Tikva is able to provide care and resources to more than 200 children.

By generating philanthropic support, strengthening community engagement, and serving as a bridge between donors and Tikva's leadership and operations, the U.S. organization plays a vital role in sustaining and expanding Tikva's mission.

Position: The Executive Director – US serves as the senior fundraising and external affairs executive in the US for Tikva Children's Home. This role is responsible for developing and executing a comprehensive US fundraising strategy while personally cultivating relationships with key donors and partners. The Executive Director serves as Tikva's public and internal representative, translating the organization's comprehensive care services into compelling narratives for donors and partners, expanding philanthropic reach, and enhancing operational support.

The position requires a leader who can think and operate strategically while remaining highly hands-on—capable of executing initiatives directly and building infrastructure with limited support staff. Reporting to and working collaboratively with the CEO, the ED will ensure strong alignment between US fundraising activities, board leadership, and Tikva's operational team.

Responsibilities

US Fundraising Strategy & Execution

- Lead all US-based fundraising activities, including strategy development, planning, and execution.
- Supervise fundraising staff and contracted resources, establishing clear goals, performance metrics, and accountability.
- Develop and manage an annual fundraising calendar that encompasses events, campaigns, appeals, and donor engagement initiatives.
- Plan, develop, and execute ongoing donor communications, including stewardship, impact reporting, and cultivation materials.
- Personally identify, cultivate, solicit, and steward a portfolio of major donors and prospects.

Development of Major Funding Opportunities

- Identify and expand new and existing major funding opportunities to support organizational growth.
- Design and implement targeted programs for foundations, institutions (including government-related funding where appropriate), and underpenetrated demographic groups.
- Build and maintain strategic relationships with key philanthropic leaders, partners, and influencers.
- Serve as the primary US ambassador and public face of Tikva within the fundraising and nonprofit sectors.

Board Engagement & Governance Support

- Manage and strengthen engagement of the Tikva US Board.
- Plan and facilitate scheduled board meetings with clear, strategic agendas and actionable outcomes.
- Enhance trustee participation through regular communication, meaningful involvement, and fundraising collaboration.
- Partner with board members to support donor cultivation, solicitation, and stewardship efforts.
- Lead board development efforts, including recruiting, onboarding, and engaging new board members, with a focus on strengthening the board's expertise, perspectives, and community representation.

Organizational Alignment & Collaboration

- Maintain ongoing communication and coordination with Tikva's CEO, operations team, and global fundraising partners.
- Ensure consistent messaging, priorities, and fundraising strategies across geographies.
- Provide regular reporting and insights to leadership and the Executive Committee.

Staff Leadership & Capacity Building

- Recruit, mentor, and develop a high-performing fundraising team as resources allow.
- Foster a collaborative, results-oriented culture focused on accountability and continuous improvement.
- Build systems, processes, and infrastructure to support sustainable fundraising growth.

Qualifications

- Significant senior-level experience in nonprofit fundraising, development, or organizational advancement.
- Demonstrated success leading major gifts, foundation and institutional fundraising.
- Proven ability to operate both strategically and tactically in lean organizational environments.
- Strong leadership, communication, and interpersonal skills, with experience working closely with boards.
- Familiarity with the Jewish philanthropic community is preferred.
- Deep alignment with Tikva's mission and commitment to the care and future of vulnerable children.

All positions at Tikva are filled without regard to race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, disability, HIV/AIDS status, veteran status, or any other characteristic protected by law. All are encouraged to apply.

Salary is expected to be in the range of \$200,000 to \$250,000, depending on experience.

For more information about Tikva Children's Home, please visit their website at <https://www.tikvaodessa.org>

To Apply: Tikva has retained the services of Harris Rand Lusk to conduct this search. Inquiries, nominations, and applications may be directed in confidence to:

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Please put "Tikva" in the subject line of your emailed application which should include a cover letter and your resume.