Organizational Vision, Mission, and Function
The Jewish Federation of Greater Washington envisions an open, connected, and vibrant Jewish community that cares for each other, fosters Jewish learning and journeys, embraces Jewish peoplehood and Israel, and acts as a force for good in the world. As a mission-driven non-profit organization, we work to inspire, build, and sustain vibrant Jewish life in a changing world by mobilizing our community in common purpose, intentional innovation, and effective action. Learn more at shalomdc.org.

Position Overview:
A recent landmark community study revealed that the Jewish community in Northern Virginia is home to more than 100,000 Jews and is growing at a rapid rate. In the role of Northern Virginia Relationship Manager, you will inspire, shape, and energetically and strategically build JFGW’s presence and impact in Northern Virginia by partnering with community members, local and national agencies, donors, congregational Rabbis, and key communal leadership. This is a unique leadership opportunity for a dynamic professional who knows and loves the Jewish Community and wants to shape the future of Jewish communal life in one of the fastest growing Jewish communities in America.

Please note that JFGW is presently teleworking and will continue to do so during Covid-19 concerns. We look forward to a time when we can once again meet with our constituents out in the community. At that time, this position will be based from a home office, with an expectation to meet with community agency representatives, community members, and colleagues.

Primary Responsibilities:
- Supports the Director, Innovation with maintaining relationships with community members, donors, prospects, and lay leaders in Northern Virginia and partners with local and national agencies to identify engagement programming that aligns with the strategic priorities for the Northern Virginia community.
• Builds partnerships and relationships with synagogues, agencies, and institutions in Northern Virginia to advance the Jewish Federation’s impact and presence; serves as a community connector and networker in collaboration with the strategic planning and allocations and Task Force teams
• Represents JFGW in the Northern Virginia Jewish community, and serves as an ambassador of the Jewish Federation
• Collaborates with Leadership Development and Fundraising teams to build pipelines for potential leaders and donors in Northern Virginia

About You:
• Minimum of 2-4 years’ experience in customer service, relationship or account management, sales/fundraising, or engagement
• Strong interpersonal skills that enable relationship and partnership building with community organizations, lay leaders, and professionals at all levels
• Demonstrated critical thinking and problem-solving skills
• Data-Driven decision-maker who is comfortable with analytics and data management
• Excellent communication skills, both verbal and written
• Proficiency in Microsoft Office; comfortable with and open to new technology
• Positive, can-do, go getter attitude
• Ability to work independently, perform well under pressure, juggle multiple tasks and exhibit sound judgment
• Connection to/involvement in the Northern Virginia Jewish community preferred

To apply for this exciting opportunity, please send a cover letter and resume to JOBS@SHALOMDC.org using subject line “Relationship Manager, Northern Virginia – FY20”