

CHIEF DEVELOPMENT OFFICER
MUSEUM OF JEWISH HERITAGE
New York, New York



The Aspen Leadership Group is proud to partner with the Museum of Jewish Heritage—A Living Memorial to the Holocaust in the search for a Chief Development Officer.

The Chief Development Officer will develop and implement all fundraising strategies for the Museum including membership programs, annual major gifts, special campaigns, corporate and foundation giving, government support, and special events.

The Museum of Jewish Heritage—A Living Memorial to the Holocaust is New York’s contribution to the global responsibility to never forget. It is committed to the mission of educating visitors about Jewish life before, during, and after the Holocaust. The Museum is a place of memory that allows Holocaust survivors to speak through recorded testimony and draws on rich collections to illuminate Jewish history and experience. As a public history institution, it offers rigorous and engaging exhibitions, programs, and educational resources. Welcoming visitors from around the world, including more than 60,000 school children each year, the Museum protects the historical record and promotes understanding of Jewish heritage. It teaches the dangers of intolerance and challenges visitors to let the painful lessons of the past lead them to imagine a better future for all.

A public institution, the Museum of Jewish Heritage is located at the southernmost tip of Manhattan, across the water from the Statue of Liberty and Ellis Island. Its home was designed with six sides, and six tiers to represent the six million Jews who perished in the Holocaust. The design is also reminiscent of the Star of David, symbolizing the Museum’s commitment to representing Jewish life and culture.

The Museum of Jewish Heritage grew from a task force on the Holocaust appointed by then Mayor Edward I. Koch in 1981. Over the next several years, plans were made and in 1994 the Museum groundbreaking took place. The Museum of Jewish Heritage—A Living Memorial to the Holocaust was officially opened to the public on September 15, 1997. In the 25 years since, the Museum has hosted Holocaust survivors, received recognitions and awards for many exhibitions, and held strong through some of New York City’s greatest disasters.

Given the sharp rise in antisemitic acts across New York and the nation, the Museum’s exhibitions and educational initiatives have become even more critical.

The Holocaust: What Hate Can Do is a monumental presentation of Holocaust history told through the Museum’s renowned collection of nearly 40,000 artifacts and testimonies from around the world. With over 12,000 square feet of objects, eye-witness stories, photos, and film—many on view for the first time—the exhibition reveals the global impact of the Holocaust and the dangers of where hate and bigotry can lead. Throughout the exhibition, visitors will explore the heartbreaking decisions, acts of resistance, and the breadth of experiences that shaped families for generations.

On view through November 2022, ***Boris Lurie: Nothing To Do But To Try*** is a first-of-its kind exhibition on the 20th century artist and Holocaust survivor. Centered around Lurie’s earliest body of work, the so-called *War Series*, as well as never-before-exhibited objects and ephemera from his personal archive, the exhibition presents a portrait of an artist reckoning with devastating trauma, haunting memories, and an elusive lifelong quest for freedom. It is a fertile new territory for the Museum —drawing together artistic practice and historical chronicle—and offers a Holocaust survivor’s searing visual testimony within a significant art historical context.

Courage to Act, the Museum’s first-ever exhibition for younger students, will open in fall 2023. Based on the Danish Rescue of 1943—in which members of the Danish resistance and ordinary Danish citizens ferried over 7,000 of their Jewish neighbors in boats during the Holocaust to safety in Sweden—the exhibition will be designed for students in grades 3–6 and focus on being a community upstander. The exhibition will heavily feature the story of Gerda III, one of the boats used in the rescue and a major artifact in the Museum’s collection. Under the design direction of Local Projects, the exhibition will incorporate state-of-the-art virtual components allowing visitors to interact.

REPORTING RELATIONSHIPS

The Chief Development Officer will report to the Chief Operating Officer, Elyse Buxbaum and will oversee a team of twelve.

FROM THE CHIEF OPERATING OFFICER

As the Museum of Jewish Heritage celebrates its 25th anniversary, we are looking for a fundraising professional who will advance us into the next generation of the Museum’s growth. Since our inception, we have been a powerful platform of testimony for survivors and their families, a unique resource of enlightenment, and a champion educator to more than two million, including tens of thousands of school children annually. Now is a pivotal moment for the Museum with the recent opening of a new 12,000 square foot collection exhibition and a first-ever exhibition designed for 3rd through 6th grade students premiering in fall 2023. There is tremendous opportunity and support from Museum leadership.

In addition to proven fundraising accomplishments, strong networks, and creative strategies, we are looking for a passionate leader who will be a team mentor and a partner across Museum departments. Over the past two years, the Museum has invested in the development department. The team has doubled to twelve professionals and achieved record-breaking results, increasing revenues by 80%. The team is exceptional. They are smart, dedicated, and cohesive. They will thrive with a respectful leader who will be their advocate and will provide the support and expertise necessary to achieve their goals.

This position is available because of a recent promotion. (Yes, that’s me.) The successful candidate will benefit from having this institutional continuity. Yet while the Museum is positioned for success, we are challenged by our limited endowment. Fundraising is critical to balancing our annual operating budget. A primary goal for the Chief Development Officer will be to help build our reserves so that we can have the flexibility of resources to serve and educate future generations. We all look forward to working with you.

—Elyse Buxbaum, Chief Operating Officer

PRIMARY RESPONSIBILITIES

The Chief Development Officer will

- serve as the lead on all aspects of contributed income development and tracking;
- direct the efforts of the development team including all membership programs, annual major gifts, special campaigns, corporate and foundation giving, government support, and special events;
- serve as the lead solicitor of major gifts and as a strategic partner to Museum leadership in building new funding sources;
- liaise with the Board of Trustees to develop major gifts prospects and identify other major sources of revenue;
- manage contributed income projections, development-specific expense tracking, and the respective reporting in concert with the Vice President of Finance;
- provide leadership, coaching, and mentorship to the development staff;
- serve as a senior representative of the Museum at functions and meetings to advance strategic partnerships and develop new projects;
- build and nurture a culture of philanthropy with donors, partners, and other stakeholders;
- partner with the COO to establish the pipeline of future fundraising projects; and
- liaise with the Communications department to incorporate the Museum's unique culture and history into development campaigns and other fundraising efforts.

LEADERSHIP

Jack Kliger President & CEO

Jack Kliger, President & CEO of the Museum of Jewish Heritage—A Living Memorial to the Holocaust, was born in Florence, Italy to Polish and Hungarian Holocaust survivors before emigrating with his family to Brooklyn, New York at three years old.

He began his career at *The Village Voice* in the mid 1970s and was hired in 1980 by Advance Publications, owners of Condé Nast Publications. From there, he launched an impressive rise in media. Within six years, Kliger was named Publisher of *GQ Magazine*, soon followed by *Glamour*, the company's largest circulation, and in 1993 was named Executive Vice President of Condé Nast Publications. After launching their digital unit Condé Net, Kliger was promoted in 1997 to Executive Vice President of Parade Publications, the largest business unit of Advance Publications.

In 1999, French media conglomerate Group Lagardère recruited Kliger to serve as President & CEO of Hachette Filipacchi Media U.S., which published 17 magazine brands in the United States, including the popular *Elle*, *George*, *Woman's Day*, *Premiere*, and *Car and Driver*, and was the fifth largest magazine publisher in the United States. During a 10-year tenure in that role, he also served as Chairman of the industry trade association, the Magazine Publishers of America (now Association of Magazine Media).

From 2009 to 2014, Kliger provided consulting services for private equity firms Cerberus Capital Management and Open Gate Capital, which had acquired *TV Guide Magazine*, where he served as CEO. In 2011, he was appointed to the Board of Directors of World Color Press, Inc., one of the world's largest commercial printers, which later merged with Quad Graphics.

Kliger's accomplished career has been recognized with Lifetime Achievement Awards from the Magazine Publishers of America and the Anti-Defamation League, and he has leveraged his success in support of the causes and institutions to which he is most passionately committed.

He served for more than a decade on the Museum of Jewish Heritage's Board of Trustees before becoming President & CEO of the Museum in 2019. Kliger oversaw the opening of the Museum's groundbreaking exhibition, *Auschwitz. Not long ago. Not far away.* He also serves on the Board of Directors for The Circle of Generosity, a charitable foundation based in New York, where he resides with his wife Amy.

Elyse Buxbaum
Chief Operating Officer

Elyse Buxbaum joined the Museum of Jewish Heritage as Executive Vice President for Strategy and Development, in December of 2019. In this role and her current role of Chief Operating Officer, Buxbaum plays a pivotal role in enhancing the status of the institution as New York's Holocaust museum, the third largest in the world. She is responsible for strategizing, designing, and executing an ambitious development program that has significantly increased and diversified fundraising revenue to position the Museum to embark on new initiatives in the years ahead.

Buxbaum brings over 20 years of fundraising, team building, and arts management experience, with expertise in both individual and institutional fundraising. Her leadership at the Jewish Museum, where she served as Deputy Director of Development, makes her uniquely qualified to drive and grow the Museum of Jewish Heritage fundraising team as well as serve as a senior leader.

Prior to her role at the Jewish Museum, Buxbaum worked at the National Museum of Women in the Arts in Washington, DC, the Cooper Hewitt Smithsonian Design Museum in New York City, and the CUNY Creative Arts Team. She holds an M.A. in Arts Administration from Columbia University and a B.A. from Brandeis University.

A dedicated New Yorker, Buxbaum lives with her family in Lower Manhattan.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The Museum of Jewish Heritage seeks a Chief Development Officer with

- a commitment to the mission of Museum of Jewish Heritage—to educate diverse visitors about Jewish life before, during, and after the Holocaust;
- senior leadership experience including strategic and budget planning, with the ability to define a vision, set goals, and strengthen the institution's culture of philanthropy;
- an ability to coordinate, attract, and close major gift funding support;
- experience in budget preparation and fiscal management;
- experience organizing and managing professional staff as well as the ability to build and motivate a team;
- an understanding of the use of management information systems in fundraising;
- ease in meeting and conversing with a wide range of people in varying situations; and
- excellent oral and written communication skills and strong organizational skills.

A bachelor's degree is required for this position as is at least ten years of experience in advancement with at least three years of experience in senior development and fundraising positions, preferably at a cultural institution.

SALARY AND BENEFITS

The Museum of Jewish Heritage offers a competitive salary and comprehensive benefits package.

LOCATION

The Museum of Jewish Heritage is located in New York City, in Battery Park at the southern tip of Manhattan.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the Museum of Jewish Heritage as well as the responsibilities and qualifications presented in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

The Museum of Jewish Heritage is an equal opportunity employer. As a cultural institution that teaches about the dangers of intolerance, the Museum is dedicated to promoting diversity, multiculturalism, and inclusion in its hiring practices.

To apply for this position, visit:

[Chief Development Officer, Museum of Jewish Heritage.](#)

To nominate a candidate, please contact Patrick Key, patrickkey@aspenleadershipgroup.com.

All inquiries will be held in confidence.