



CHIEF EXECUTIVE OFFICER
AMERICAN FRIENDS OF THE ISRAEL PHILHARMONIC
Location – Hybrid (Metropolitan New York City)



The Aspen Leadership Group is proud to partner with American Friends of the Israel Philharmonic in the search for a Chief Executive Officer.

The Chief Executive Officer will be responsible for the overall vision, leadership, strategy, and fundraising of American Friends of the Israel Philharmonic (AFIPO), driving and implementing the organization's short-term and long-term goals. The Chief Executive Officer will partner with the Board of Directors while overseeing staff, fundraising strategies (with a primary focus on major gifts), marketing initiatives, programs, and the execution of AFIPO's mission to substantially increase revenue generation, grow visibility, and bring the Israel Philharmonic to the next generation. AFIPO is seeking a Chief Executive Officer who values and is passionate about the work of the Israel Philharmonic and who will be dedicated to securing major gifts from individuals, foundations, and corporations.

The Israel Philharmonic (IPO) was founded in 1936 by Bronislaw Huberman to save the lives of Europe's Jewish musicians from the Holocaust. The Israel Philharmonic stands for humanitarian principles, artistic freedom, and a tireless pursuit of excellence. American Friends of the Israel Philharmonic supports the world-class Israel Philharmonic, enabling the Orchestra to enrich diverse audiences around the world in its role as Israel's preeminent cultural ambassador. For example, in December of 2022, the Israel Philharmonic performed in the United Arab Emirates at the Palace in Abu Dhabi, presented by the Department of Culture and Tourism.

The Israel Philharmonic performs regularly in its home, the Charles Bronfman Auditorium in Tel Aviv, as well as across Israel. Additionally, it tours internationally, demonstrating the power of music to bring diverse audiences together towards better understanding of Israel and the Jewish people. Recently, in November 2022, the Israel Philharmonic toured across the United States with concerts and celebratory galas, all sponsored and organized by AFIPO. Local community building events of every size and scale including recitals, musicales, young leadership gatherings, and family programming are held in cities across the US and at times in Canada. Brilliant conductor and pianist Lahav Shani assumed the position of Music Director in the Orchestra's 2020-2021 season. Lahav is the second Music Director in the history of the IPO, following in the footsteps of Maestro Zubin Mehta. Lahav is the first Music Director of the Orchestra that was born in Israel, ushering in a new chapter for this iconic institution.

Educating and engaging the next generation is a cornerstone of the mission of AFIPO and it is proud to be the primary sponsor of Keynote, the music education department of the Israel Philharmonic. AFIPO is also a proud sponsor of Sulamot, a distinct set of program offerings that serve children from the most under-resourced communities in Israel.

In recent years, AFIPO has used technology and social media to reach audiences everywhere, especially in places the Israel Philharmonic is not able to visit in person. AFIPO is interested in continuing to expand its digital reach, as an avenue to receive donations and identify new donor prospects.

REPORTING RELATIONSHIPS

The Chief Executive Officer will report to the Board of Directors, led by President James C. Ackerman. The Chief Executive Officer will oversee an organization comprised of five staff.

FROM THE PRESIDENT

As the President of the Board of Directors, I am proud that our board sees its role with our staff as being a true partnership. We look forward to identifying a seasoned development executive to join us to fulfill the mission of AFIPO. We believe it is the collaboration and cooperation between lay and staff leadership that ensures a vibrant and successful fundraising organizing and I am personally always available and encourage open, direct, and daily communication with our staff. We have embarked on an exciting new chapter of the Israel Philharmonic with our brilliant Music Director Lahav Shani, and we believe this is an opportune fundraising moment to attract new major gifts donors in support of our inspirational Music Director's passion for education and excellence. The Israel Philharmonic's recent concert in the United Arab Emirates, encapsulates the important role of the Orchestra as a cultural ambassador and that the work of the Orchestra is more relevant and necessary than ever before.

— James C. Ackerman, President, Board of Directors

PRIMARY RESPONSIBILITIES

Leadership and Management

The Chief Executive Officer will

- develop and articulate the organization's mission and vision including strategic planning in partnership with the Board of Directors;
- manage and oversee the overall direction of the organization's day-to-day fundraising, administration (in cooperation with the organization's Chief Financial Officer), programs, and activities with a primary focus on major gifts fundraising;
- lead, motivate, and develop staff; and
- promote a collaborative, high-performing organizational culture.

Fundraising and Marketing

The Chief Executive Officer will

- serve as the chief fundraiser and marketer of the organization, attracting donors and nurturing donor relationships, while personally cultivating and soliciting major gifts;
- set fundraising targets;
- design and implement comprehensive fundraising strategies to achieve fundraising goals including major gifts, planned giving, events, online campaigns, and strategic partnerships;
- increase visibility and awareness year-round to a younger and broader audience, utilizing digital marketing campaigns and social media; and
- develop and implement a plan to successfully engage the next generation of donors.

Board and External Relations

The Chief Executive Officer will

- build, steward, and partner with the Board of Directors to maintain a strong, actively engaged, and motivated Board;
- recruit new Board members especially from the Northeast, Mid-West, and Florida;

- partner with Board members to ensure that they are informed and engaged in major gifts fundraising; and
- serve as a liaison and cultivate a strong working relationship between AFIPO, the Israel Philharmonic leadership, and the Israel Philharmonic Orchestra Foundation.

LEADERSHIP

James C. Ackerman

President, Board of Directors

James C. Ackerman is the current CEO of Unified Resources in Display a company that designs and manufacturers point of purchase displays for many of the leading brands and retailers in the United States. He is also the CEO and Co-Founder of the Brand Experience Lab, the leading retail technology accelerator based in Jersey City, New Jersey. He began his career as an associate with the law firm of Shanley & Fisher, P.C., now Faegre Drinker Biddle & Reath LLP, located in Morristown, New Jersey, where he specialized in corporate finance and mergers and acquisitions. Ackerman is admitted to the bar in New York and New Jersey. He founded and was the Chairman and CEO of Sloan Securities Corporation, a private investment bank and brokerage firm with nine offices throughout the U.S. Ackerman has a political science degree from the University of Pennsylvania and his Juris Doctor from Villanova University School of Law. He resides in Bergen County, New Jersey. Ackerman's father, Morton Ackerman, was a founding member of AFIPO and served as its Treasurer for many years.

Jim Ackerman's commitment to philanthropy, particularly the AFIPO, is long and deep. He was a member of the National Crohn's and Colitis Board, Englewood Hospital Foundation Board, and the Board of the JCC on the Palisades for many years. He was Chairman of the Thurnauer School of Music for a decade and remains involved in their activities. But his commitment to the AFIPO is his strongest and has continued for over 30 years. Literally watching the formation of the AFIPO by Fredric Mann as a young man, Ackerman's involvement began as he watched the organization grow from its infancy. He was an active member of the Young Associates of the AFIPO in New York and participated in many galas and events. He joined the Board of AFIPO several years ago, actively participating in the Finance Committee and Chairing the Development Committee before he became President in 2021.

PREFERRED COMPETENCIES AND QUALIFICATIONS

American Friends of the Israel Philharmonic seeks a Chief Executive Officer with

- a commitment to the mission of American Friends of the Israel Philharmonic—to support the world-class Israel Philharmonic, celebrating Israel, culture, and art;
- strong social intelligence, strategic vision, and a track record as a highly accomplished major gifts fundraiser and leader;
- the gravitas and stature necessary to be a successful relationship builder and effective ambassador for AFIPO and IPO;
- an entrepreneurial temperament with a commitment to innovation and a natural ability to motivate, engage, and collaborate effectively with a talented staff, Board, and diverse set of partners;
- an ability to serve as a strong advocate and representative of AFIPO on a global stage including extensive travel throughout the United States and Canada;
- substantial leadership and senior management experience, including building and growing an organization, driving revenue, and managing expenses;

- significant fundraising experience including personally cultivating and soliciting major gift donors;
- an ability to orchestrate high-profile and significant fundraising events, planned giving initiatives, and other key fundraising tactics;
- well-honed board relations and governance skills;
- strong business acumen with experience in strategic planning, financial management, and program evaluation and measurement;
- an understanding of the power of digital marketing and social media with an ability to conceive of and manage successful awareness and visibility campaigns;
- exceptional interpersonal and relationship building skills with a collaborative, high-touch approach;
- an ability to communicate and work diplomatically and effectively with a wide range of constituents in the United States and abroad including donors, colleagues, and artists;
- experience recruiting, leading, developing, and retaining high-performing leadership and staff; and
- excellent communication skills and an ability to articulate and inspire with enthusiasm in the role of leader, ambassador, and spokesperson.

A bachelor's degree or an equivalent combination of education and experience is required for this position as is at least ten years of experience in roles that include leadership and fundraising. Hebrew language skills are a plus.

SALARY AND BENEFITS

The salary range for this position is \$ \$300,000 to \$325,000 annually. American Friends of the Israel Philharmonic offers a comprehensive package of benefits.

LOCATION

This is a hybrid position. The Chief Executive Officer may work remotely from Metropolitan New York City but will be expected to be in the organization's New York City office on a regular basis as needed. This role requires domestic and international travel up to 35%.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of American Friends of the Israel Philharmonic 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.

To apply for this position, visit:

[Chief Executive Officer, American Friends of the Israel Philharmonic.](#)

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

All inquiries will be held in confidence.