

Position Specification

Chief Executive Officer

[American Friends of Sheba Medical Center](#)

ABOUT THE ORGANIZATIONS

Sheba Medical Center, located near Tel Aviv, is Israel's largest and most comprehensive healthcare institution. Founded in 1948, Sheba is consistently recognized among the world's best hospitals for its groundbreaking research, cutting-edge technologies, and multidisciplinary care that sets the global standard for healthcare excellence. From pioneering cancer treatments to advancing digital health and telemedicine, Sheba Medical Center continues to transform healthcare for millions around the world.

Guided by its ethos of *hope without boundaries*, Sheba is committed to providing exceptional care to all, regardless of background or circumstance. In times of conflict, Sheba has been on the frontlines, addressing urgent physical and mental health needs across the nation. The hospital has played a critical role in the rehabilitation of soldiers and hostages returning to Israel, underscoring its unparalleled expertise.

American Friends of Sheba Medical Center (AFSMC) serves as the vital United States-based fundraising arm for Sheba. AFSMC connects donors with Sheba's mission, enabling the institution to expand its transformative work. AFSMC plays a critical role in mobilizing philanthropic resources that directly fuel Sheba's ability to push the boundaries of healthcare, provide life-saving treatments, and respond to urgent medical crises.

ABOUT THE OPPORTUNITY

American Friends of Sheba Medical Center (AFSMC) seeks visionary and strategic **Chief Executive Officer (CEO)** to align the organization with Sheba's global strategy and drive a new era of growth, influence, and impact.

The CEO will define a bold vision to expand AFSMC's national presence and inspire transformational philanthropy in support of Sheba's groundbreaking work. The CEO will build and empower a high-performing team, foster a results-driven culture, and optimize internal systems to position AFSMC as a best-in-class philanthropic organization.

As AFSMC's lead fundraiser and ambassador, the CEO will establish and strengthen relationships with major donors, corporate partners, and philanthropic leaders across the country. The CEO will create and execute a comprehensive development strategy, including the launch and leadership of a \$1 billion global campaign to advance Sheba's worldwide impact.

Key responsibilities, include:

Visionary and Strategic Leadership

- Work in close partnership with Sheba Medical Center's leadership in Israel to translate its global mission into a powerful message that resonates deeply and broadly across the U.S.
- Collaborate with the Board of Directors to develop and execute a bold vision that strengthens AFSMC's leadership in the national philanthropic landscape.
- Translate AFSMC's vision into a clear, actionable strategic plan with measurable short- and long-term goals.

Team Building, Management, and Organizational Culture

- Build and lead a high-performing team, recruiting mission-aligned and highly qualified professionals with the skills to manage and mentor direct reports.
- Implement strategies to enhance staff retention and professional development, fostering a collaborative, mission-driven culture across all regions.
- Foster seamless collaboration between U.S. and Israel-based teams, ensuring cohesion and a commitment to collective success.

Business Development, Growth Strategy, and Operational Excellence

- Drive financial sustainability, operational excellence, and ambitious fundraising growth while optimizing budgets, systems, and processes for maximum effectiveness.
- Lead innovative branding and marketing efforts, managing internal teams and external partners to deliver cohesive messaging, compelling campaigns, and strategic outreach.
- Identify and implement strategies to expand fundraising efforts into untapped U.S. regions and develop new revenue channels.

Board Relations, Stakeholder Engagement, and Fundraising

- Strengthen Board governance and transparency while leading efforts to recruit new Trustees whose expertise and networks support AFSMC's growth goals.
- Expand and diversify partnerships with donors, corporate sponsors, and philanthropic institutions to deepen and broaden AFSMC's reach.
- Leverage a deep understanding of Sheba's work and evolving needs to cultivate lasting relationships with major donors and secure new and increased gifts.

ABOUT THE NEXT CEO

This is a unique leadership opportunity at a pivotal moment for Sheba Medical Center and AFSMC. As Sheba gains global recognition for its lifesaving work, AFSMC is poised to elevate its presence and mobilize new philanthropic support across the country. The CEO must bring a start-up mentality and high EQ to scale AFSMC's budget, build a world-class team, strengthen its brand, and drive fundraising success. This leader will be a champion and trailblazer who is deeply inspired by Sheba's mission and driven to take AFSMC to new heights.

The ideal candidate will bring:

- **Proven executive leadership** in nonprofit management, hospital administration, healthcare technology, or a related field, with a track record of scaling organizations, building high-performing teams, and driving sustainable growth.
- **Strategic business development and fundraising expertise**, including major gifts, campaigns, and securing transformational partnerships.
- **Exceptional financial and operational acumen**, maintaining fiscal responsibility, long-term sustainability, and sound resource management.
- **National and international experience**, navigating global markets and engaging diverse stakeholders to expand organizational reach and influence.

As a person, the next CEO will be:

- **An entrepreneurial changemaker** who embraces innovation and strategic risk while respecting AFSMC's history.
- **A dynamic and inspiring people-manager**, fostering accountability and excellence within a lean, high-performing team.
- **A culturally savvy relationship builder**, forging lasting partnerships with Board members, donors, and high-level stakeholders across the U.S. and Israel.
- **A passionate and persuasive spokesperson** for Israel and healthcare innovation, deeply committed to expanding AFSMC'S philanthropic impact.

EDUCATION: Bachelor's Degree required.

COMPENSATION: Salary range \$400,000 - \$475,000 commensurate with experience.

TRAVEL: Regular domestic and international travel required to ensure fundraising success and effective collaboration across AFSMC's regions and with Israeli counterparts.

LOCATION: Preference for candidates based in Eastern Standard Time Zone, with residency in or ability to travel regularly to New York. While candidates from other locations will be considered, proximity to New York is advantageous for establishing an office and collaborating with Israel-based colleagues.

TO APPLY: Please submit a resume and thoughtful cover letter [here](#).

American Friends of Sheba Medical Center is an equal opportunity employer and does not discriminate in hiring or employment on the basis of race, color, religion, national origin, gender identity and expression, marital status, sexual orientation, age, disability, veteran status, or any other characteristic protected by federal, state, or local law.