



Canada Israel Experience: Recruitment Manager

Job Description

Canada Israel Experience is looking for a highly motivated, passionate, and hyper-driven professional to join our National team in Toronto to elevate participation and partnerships for all of CIE's programs that include: Birthright Israel, March of the Living, Masa Israel Journey, Onward Israel and other CIE run adventures.

The Recruitment Manager will oversee and implement new and innovative recruitment efforts across Canada with the main goal of increasing the number of participants on all CIE programs as well as data management for outreach.

The applicant will have a strong background in campus involvement, event engagement, relationship management and sales. The applicant prides (himself or herself) on being innovative, thinking outside the box, and having a strong and relentless work ethic. This position requires significant travel at specific intervals through the year, recruiting on campuses and at Jewish community events across the country. This role also includes opportunities to staff Birthright Israel trips.

If you are a people person, love collaborating, and have a passion for Israel, this position will not only be fulfilling, but a fun and engaging opportunity to enhance your background in sales and data management.

Primary Job Responsibilities Include:

- Structure and implement outreach proposals within campuses and communities by establishing and managing relationships with various organizations
- Create tangible and implementable sales goals and identify areas of growth potential
- Identify and establish strong and consistent relationships with Jewish organizations, campuses, clubs, employers and Jewish social influencers across Canada
- Become a pillar of campus-community presence in the form of tabling/boothing, flyering, one-on-one, etc. as well as providing organizational training, education and strategic outreach
- Establish new partners and work with organizations to encourage internal and external outreach/recruitment.
- Expand our data base of potential future participants on all programs
- Manage and oversee the Birthright Israel referral program in Canada for our volunteers, alumni, and trip staff

- Expand and innovate the collaborative efforts of our partner organizations by assisting and supporting the training of participant recruitment including the development of new relationships as well.
- Represent Canada Israel Experience at national and larger-regional conventions for recruitment.
- Assist the registration team when required

Requirements

- Proven successful knowledge and prior experience with high-school, college and young adult community activities; in the form of outreach, sales and direct experience with on-campus student organizations
- Natural sales and interpersonal skills
- Understanding of making relationship-management tangible, through reporting, documentation and results-driven tracking.
- Able to easily manage and plan independent or collaborative events in both local and national forms.
- Excellent organizational, written, and verbal communication skills.
- Comfortable in public speaking to both small and large groups
- Leadership skills and the ability to manage people and projects effectively
- Reliable transportation and the ability to easily travel locally and possibly nationally on occasion.
- Comfortable and competent with Microsoft Suite
- Possesses an ambitious entrepreneurial mindset with desire to grow
- **Team player: must be willing to assist other team members when required**
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For your cover letter, please ensure to include/answer the following:

1. Describe a challenge that you navigated well in your personal or professional life.
2. Describe 1-2 innovative ways you would outreach and build relationships on a college campus today, that you don't see being done.
3. What do you hope to gain from this job experience if you were to be selected for this position?

Submit resume and cover letter quoting CIE Recruitment Manager by May 27, 2018 to ciec@ujafed.org ***NEW EMAIL ADDRESS* - please re-submit your application to this address if you have previously submitted to another email address**

We thank you for your interest, however only those applicants invited for an interview will be contacted.

About us:

[Canada Israel Experience](#) (CIE) is the leading Israel program organizer in Canada offering unforgettable trips to Israel for youth and young adults. We want young Jewish people across Canada to come to Israel: see it, experience it, talk about it, and think about what Israel means for them and the Jewish people (and put those feelings into action in their home)

communities). CIE creates a meaningful Jewish journey with each trip, handcrafted by our team, to bring participants the most incredible moments of their lives.

Since established in 1996, CIE upholds a tradition of excellence in providing the highest standards of education, logistics, and safety. CIE programs include but not limited to [Birthright Israel](#), [March of the Living Canada](#), March of Remembrance and Hope, Canadian school and camp travel initiatives. CIE is a department of Jewish Federations Canada-UJA and is generously supported by local federations across Canada and the Education Department of the Jewish Agency for Israel.

OUR PROUD PARTNERSHIPS

