

Job Announcement

Association of Catholic
Colleges and Universities

Association of United States
Catholic Priests

Carmelite NGO

Catholic Association of
Diocesan Ecumenical and
Interreligious Officers

Catholic Charities USA

Catholic Relief Services

Catholic Rural Life

Catholic Health Association
of the United States

Caritas North America

Franciscan Action Network

Holy Name Province, OFM

Ignatian Solidarity Network

Leadership Conference of
Women Religious

Laudato Si' Movement

Maryknoll OGC

National Catholic Education
Association

National Council of Catholic
Women

Sisters of Mercy of the
Americas

Society of the Sacred Heart
United States – Canada
Province

St. Columban Mission for
Justice, Peace and Ecology

Catholic Climate Covenant | Development Director

Job Title: Development Director, Full Time

Location: Washington, D.C. (preferred) or Remote

Supervisor: Executive Director

Estimated Travel: 15-20%

Catholic Climate Covenant inspires and equips people and institutions to care for creation and care for the poor. Through our 20 national partners, we guide the U.S. Catholic Church's response to climate change through education, advocacy, and organizing.

Websites: www.catholicclimatecovenant.org, www.godsplanet.us, and www.catholicenergies.org

Job Description

The Development Director coordinates activities with both the Executive Director and other program managers. The incumbent creates and executes the implementation and messaging for a strategic approach to fundraising, which includes major gifts, annual giving, planned giving, and grant solicitation. The Development Director oversees all aspects of fundraising, including setting fundraising goals, managing fundraising timelines, and monitoring fundraising budgets for income and expenditures. In collaboration with the Executive Director and other staff, the Development Director is responsible for raising \$2 million or more annually to sustain the Covenant's operational and programmatic costs. The Development Director may be required to travel domestically as much as 15-20% of the time.

Responsibilities

- Execute a comprehensive and compelling strategy to expand philanthropic support and further a culture of philanthropy;
- Identify opportunities to leverage the Covenant's uniqueness and expand its traditional base of philanthropic support, employing the entire range of development tactics and strategies;
- Work with the Executive Director, Board of Directors, and staff to develop and implement a comprehensive, ambitious, and innovative plan that expands support for Catholic Climate Covenant;

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- Direct and expand all aspects of the Covenant's development activities, including donor cultivation and stewardship, annual and special gift campaigns, and institutional giving from foundations;
- Lead the individual giving program, cultivating relationships with existing donors as well as identifying, cultivating, and soliciting new individual donors, with a focus on major gift prospects;
- Serve as a major gift fundraiser, identifying, managing, cultivating, and soliciting a portfolio of major gift prospects and leading by example;
- Develop and execute effective donor communications and marketing materials, including the development of compelling messages that resonate with potential donors;
- Create donor recognition programs and craft targeted appeals that drive donations;
- Create short- and long-range plans and set clear, ambitious, but attainable performance goals for the development program;
- Work closely with the Executive Director and Board of Directors to develop fundraising strategies and goals that align with the organization's mission;
- Work with the Executive Director and Chair of the Board on board development while maintaining positive relationships with the board that further philanthropic partnerships;
- Collaborate with the Covenant's various board committees to maximize their involvement with the organization and its development program;
- Present fundraising plans and performance metrics to the Board and work with the Executive Director to ensure that fundraising activities are aligned with the organization's overall strategic plan;
- Develop and oversee the development budget, track revenue, and manage expenses;
- Analyze and monitor fundraising data to evaluate performance and adjust strategies as needed;
- Anticipate, track, and adapt to trends and best practices in philanthropy;
- Ensure that software systems are in place and optimized for donor and prospect tracking, research, reports, acknowledgments, and stewardship; and
- Track donor engagement and retention rates, analyze revenue streams, and make data-driven decisions that help the organization achieve its fundraising goals.

Preferred Qualifications

- Seven or more years of experience developing and leading a transformational major gifts fundraising program;

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- Experience leading and growing a fundraising program for a nonprofit of similar size and scope (budget of \$2 million or more);
- A history of cultivating, soliciting, and closing foundation and individual gifts with significant institutional impact;
- Highly effective interpersonal, communication, and public speaking skills across audiences and platforms;
- An ability to create powerful, compelling written and oral fundraising communications;
- Strong analytic and strategic-thinking skills, and an ability to create, implement, and monitor complex plans and the ability to translate plans into concrete goals and measurable outcomes; and,
- Experience planning, leading, and managing development projects, as well as reporting progress to senior management and a board of directors.

Salary and Benefits

Catholic Climate Covenant offers health insurance, contributions to a retirement plan, and generous leave. Salary: \$140,000 (current ceiling).

To apply, please send your resume and cover letter to info@catholicclimatecovenant.org.

DEADLINE TO APPLY: August 9, 2024

Catholic Climate Covenant is an Equal Opportunity Employer that does not discriminate against any person because of race, color, creed, religion, sex, national origin, disability, age, sexual orientation, or any other characteristic protected by the law. We welcome applicants from a diverse spectrum of qualified candidates.