

# EXCITING EMPLOYMENT OPPORTUNITY

## **Executive Director for The Catholic Foundation of Southeastern Massachusetts**

Erase your old image of working for “The Church”. **The Catholic Foundation of Southeastern Massachusetts** is seeking a full-time entrepreneurial and strategic fundraising leader with the passion and talent to help lead a newly established Foundation into the future.

**The Diocese of Fall River** is standing on the threshold of a life-changing chapter in its 113-year history. To mark this moment, Bishop Edgar M. da Cunha is engaging hundreds of Christ’s faithful in a planning process that will forge a bold vision for the future of the Catholic Church in Southeastern Massachusetts, Cape Cod and the islands.

In addition to having a forward-thinking Bishop, the Board of Directors is dynamic, growing and attracting community leaders and philanthropists who are ready to stand shoulder to shoulder with the Bishop to help advance the mission of our Church.

To succeed, The Catholic Foundation of Southeastern Massachusetts seeks a fundraising leader who believes in the power of philanthropy; who can thoughtfully create new strategies to fundamentally and significantly change the course of our fundraising efforts. Our Executive Director must be a leader who understands our past and will drive us into a new and sustainable future with more diversified services and programs to assist our parishes, schools, Catholic Social Services and other vital ministries of The Church.

The Bishop and the Board are more committed and optimistic about our future, than ever. We now need a dynamic leader who can broaden and deepen the relationships we have with our current and future donors. This leader will join our team and work with our Chancery staff and volunteers. We expect this person to build a new foundation for inspiring a great generosity of time, talent and treasure for the mission of our Church in extraordinary ways.

### **Candidate Description**

The Catholic Foundation’s founding **Executive Director** must be a proven and successful fundraiser or business development professional with the presence and confidence to close six and seven-figure opportunities. It will require that unique person whose passion and understanding of our mission will inspire, engage and educate individuals from all walks of life to make significant and meaningful financial contributions. It will require a leader with a head for strategy and a heart for the Lord, who will evaluate our current model and then will have a license to shape a structure and strategy that will generate exponential growth.

### **Responsibilities**

- Lead the creation of a new strategy and create the plans that will ensure successful fundraising with a greater emphasis on major gifts (\$10,000+) and leadership gifts (\$100,000+)
- Create an annual written fundraising plan that is clear in its goals, target audiences and timelines
- Work with the Foundation Board and the Bishop to set the priorities and strategic direction for the Catholic Foundation to serve the diocese
- Hire, motivate, supervise, evaluate and mentor a development team and create a supportive, goal-oriented and productive work environment based on respect, meaningful communication and team work
- Implement and monitor ongoing fundraising efforts to ensure goals are met on a quarterly and annual basis
- Work with the Board Chair to plan, coordinate and implement meaningful Board Meetings
- Work closely with the Foundation Board annually and collaborate with the diocesan Chancellor to create and update a three-to-five year business plan and an annual operating budget
- Create and grow a planned giving program for the benefit of parishes, schools, Catholic Social Services and other ministries of the Diocese of Fall River

### **Preferred Qualifications and Education**

- Proven history in building strong, lasting relationships with donors/customers
- Demonstrated track record of creating and maintaining sustainable philanthropy within previous positions
- Abilities and strategies that can be executed to bring new donors to the Foundation
- Comfortable dealing with high-net worth individuals and families, and corporate and civic leaders
- Bachelor’s degree required with five of more years of leadership experience.

### **Compensation/Benefits**

Competitive compensation program commensurate with experience and abilities, and a comprehensive employee benefits package

### **To apply:**

Send your resume and cover letter to:

Diocese of Fall River  
Attn. Peter Powers, Human Resources  
P.O. Box 2577  
Fall River, MA 02722



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