



CHIEF ADVANCEMENT OFFICER

ABOUT JESUITS UCS

The Society of Jesus is the largest men's religious order in the Roman Catholic Church. The Jesuits, as they are commonly known, are comprised of more than 17,000 priests, brothers and scholastics ministering in 112 nations on six continents. Jesuits serve in diverse ministries worldwide: as pastors, teachers, and chaplains, but also as doctors, lawyers, and astronomers, among many other important roles in the Church and society. Throughout their varied ministries, Jesuits focus on caring for the whole person: mind, body, and soul. They are “contemplatives in action,” and have a lengthy period of study and spiritual preparation before ordination to the priesthood, usually ten to twelve years. The current cost for one man to undergo a decade long period of formation is approximately \$570,000. The contemporary mission of the Jesuits - “the service of faith and promotion of justice” – is emphasized in all of its apostolic works (high schools, universities, parishes, and retreat houses) at times involves taking prophetic stances and confronting political, economic, and societal structures that perpetuate inequity, racism, poverty, and injustice. The Jesuits are well-known and respected especially as educators, with 28 Jesuit colleges and universities and 64 high schools in the United States.

The Society of Jesus is divided into approximately 80 geographical regions called provinces, with each province headed by a major superior called the provincial, who reports directly to the Superior General in Rome, Father Arturo Sosa, SJ. In the United States, there are currently four provinces. The Jesuits USA Central and Southern Province (UCS Province) spans a 13-state region that includes Alabama, Arkansas, Colorado, Florida, Southern Illinois, Kansas, Louisiana, Mississippi, Missouri, New Mexico, Oklahoma, Texas and Tennessee, as well as Puerto Rico and Belize. The UCS Province is led by Father Thomas P. Greene, SJ, who oversees 355 Jesuits and is supported by a 12-member executive team of Jesuit priests and lay partners with headquarters in St. Louis. Most Jesuits work primarily within the province, but some are missioned nationally or internationally to serve where the needs are greatest.

Key Facts

- \$27.5M annual budget
- 32 Province-wide staff
- 5 advancement staff
- \$4.3M raised in new gifts and pledges in FY 2020

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Jesuits support and sponsor a wide variety of ministries – from parishes to prisons, from retreat centers to refugee settlements, from schools to hospitals. UCS Jesuits and lay partners serve six top colleges and universities and 14 secondary and pre-secondary schools. They also lead and support a wide range of parishes, social ministries, spiritual ministries and retreat houses. In 2018, the Jesuit Archives and Research Center, a state-of-the art facility, opened in midtown St. Louis and serves as the collective memory and repository for the U.S. Jesuit provinces.

We invite you to learn more at: www.jesuitscentralsouthern.org.

THE POSITION

The Chief Advancement Officer role represents an exciting and distinctive opportunity to experience deep purpose and joy in leading the funding growth of Jesuit programs and ministries that will positively impact the lives of many individuals and families. The Chief Advancement Officer, a confident, skilled listener and results-driven leader, provides overall leadership and strategic direction for Jesuits UCS's advancement programs. These programs include philanthropic gifts from individuals, foundations and corporations, particularly income from annual giving, major giving, planned giving, appeals, and direct mail. This position reports directly to the provincial of the Jesuits USA Central and Southern Province and works closely with a dedicated executive team of ministry leaders. The Chief Advancement Officer currently leads and manages a talented team of four advancement professionals with an expectation to grow the team in future. To facilitate workplace flexibility and encourage travel, the Chief Advancement Officer may reside and work remotely near or within the 13-state province, ideally in a metropolitan city with a major airport.

This energetic leader focuses on developing and growing fundraising programs and initiatives within the province's region, ensuring effective integration and collaboration. This individual is directly responsible for the organization's most significant donors and works closely with Jesuit priests and brothers, volunteers, institutional leadership, civic organizations, local dioceses and other stakeholders on funding support and advancement activities. The Chief Advancement Officer, a mission-driven leader embodying the Jesuits' core values, will be charged with maintaining and strengthening relationships with institutional donors and investors and securing new major donors and prospects.

MAJOR OBJECTIVES

Within the first 12 to 18 months, the Chief Advancement Officer will achieve the following major objectives:

- Develop and implement a strategic advancement plan with defined targets and achievable goals that ensures the province's long-term, sustainable funding growth.
- Energize, inspire and grow an increasingly larger base of major donor and prospects that supports the mission of the Jesuits and maximizes funding potential.



- Identify and cultivate an increasing base of new prospects and donors in key metropolitan areas that will eventually secure significant major gifts.

RESPONSIBILITIES

The Chief Advancement Officer will have the following responsibilities:

- Lead, manage, and mentor the advancement team in a manner that ensures an achievement-oriented environment built on aspirational goals, performance metrics, and fundraising excellence.
- Build a robust fundraising platform with clearly defined revenue goals and a diverse mix of individual giving that advances the province and ensures long-term sustainability.
- Serve as primary leader in the cultivation of major and principal gift donors; establish and solicit a portfolio of approximately 50 to 75 high-level donors.
- Support and staff the provincial in his fundraising activities, including preparing and strategizing for fundraising calls, accompanying him on solicitations and debriefing with him on his donor outreach.
- Manage the advancement budget for best return on investment and build an infrastructure that supports and helps to optimize Jesuits UCS's fundraising opportunities.
- Establish and strengthen organizational processes, infrastructure, prospect research, and prospect management systems.
- Work closely with the treasurer to ensure financial accounting aligns with the priorities of the advancement program.
- Develop and maintain strong and collaborative working relationships that elicit trust with members of the provincial executive team, staff, and stakeholders.
- Represent the province at public functions and events to raise the visibility of the organization as a strong, viable philanthropic entity.
- Travel regionally as needed for donor solicitations and cultivation events.

QUALIFICATIONS

The ideal candidate will possess most of the following qualifications:

- A deep, abiding commitment to the Jesuits' mission and charism; a passion to expand the impact of the priests and brothers in the USA Central and Southern Province; and a familiarity with Catholic tradition and current issues.
- A minimum of five to seven years professional experience leading high-performing advancement programs.



- Proven ability to hire, manage, motivate, and retain an advancement team that strives to achieve excellence and exceed goals.
- Proven drive and achievement in the successful solicitation of six-figure and greater gifts.
- Capacity to educate donors about the unique role of the USA Central and Southern Province and prioritize fundraising activities within the Province.
- High comfort in a dynamic, ministry-based environment that seeks to maximize the collective impact of the Province's wide-ranging ministries and programs.
- Exceptional written and verbal communication skills with strong interpersonal, active-listening, and relationship-building skills.
- Strong command of advancement technology and donor database management, particularly Blackbaud software.
- An ability to travel regionally for work-related and fundraising events as necessary.
- A bachelor's degree; an advanced degree would be an advantage.

APPLICATION

UCS has retained Campbell & Company to conduct the Chief Advancement Officer search. UCS offers a highly competitive salary and a generous benefits package. The team for this project includes Dan Nevez, Senior Consultant, and Alexandra Catuara, Associate Consultant. To be considered for this opportunity, please send a letter of interest and resume to:

ALEXANDRA CATUARA

Associate Consultant, Executive Search

anc@campbellcompany.com

(312) 506-0060 direct

UCS is an equal opportunity employer.



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