



Director of Development

The Society of Mary (Marianists) is a religious order of brothers and priests whose charism focuses on family spirit, hospitality, education, community, peace and justice and Mary, the mother of Jesus. We are seeking a creative, visionary and collaborative individual to join our group as Director of Development for the Province of the United States.

This individual will be an experienced senior leader who has the charisma and communication skills to energize staff, volunteers and members of the Marianist order in identifying, cultivating and soliciting major gifts and other funding opportunities in support of our Marianist mission.

The Director of Development will create a three-year plan for the development program and will build and nurture relationships with individual donors and stakeholder groups. The director will oversee communication and recognition efforts to benefactors.

The Director of Development will report to the Marianist Provincial of the United States. The position offers excellent benefits and a competitive salary based on experience. The office is based in St. Louis, Missouri. Travel is required.

PRINCIPAL DUTIES AND RESPONSIBILITIES

Create a three-year plan for the development program which is integrated with *Vision 2020*, the Province's newly adopted strategic plan.

Identify, cultivate and solicit major gifts in support of the Marianist mission and maintain an active program of stewardship and acknowledgement of gifts.

Provide leadership, direction and mentoring to members of the development team in the Marianist Province of the United States; provide direct supervision for the development team in St. Louis, focusing on major gifts, grants and gifts for the Province's developing regions in Eastern Africa, India, Mexico and the Philippines.

Oversee the Marianist Mission direct mail fundraising operation in Dayton, Ohio, including its efforts at bequests and charitable gift annuities.

Work cooperatively with the Communications Department in St. Louis to assure that:

- the messages, audiences and communications vehicles – print and online publications, the Web site, social media and special mailings – are targeted for maximum effect;
- public relations efforts enhance the visibility of the Marianist Province and wider Marianist Family.

Act as a liaison to the Provincial Council and other key members of the Province with current and future stakeholders and potential collaborators in the mission.

Prepare regular reports to the Provincial and Provincial Council and an annual report to donors and the Provincial Chapter.

Create a development advisory board.

QUALIFICATIONS AND EXPERIENCE

1. Practicing Catholic, commitment to Gospel values, and a desire to embrace the mission of the Society of Mary and the Marianist Province of the United States
2. Skills, knowledge, and/or abilities:

The ideal candidate will be a strategic thinker and a good listener, with strong people skills and a warm, empathetic and engaging personality. The candidate will be able to lead and partner with a team to achieve Province development goals in the most effective manner. Good writing and communications skills are critical.

3. Education, training, and/or experience:
 - Bachelor's degree required; advanced degree desired
 - At least five years of nonprofit fundraising/development experience, preferably with significant foundation and high donor fundraising experience
 - Demonstrated ability to raise significant resources
 - Good computer skills and knowledge of fundraising software
 - Knowledge of online fundraising a plus

To apply, please submit a cover letter describing your approach to development, a résumé that includes a detailed history of fundraising activities, three references and a salary history no later than June 15, 2010:

via e-mail at marianist@marianist.com or

via mail to:

Human Resources
Marianist Province of the United States
4425 West Pine Blvd.
St. Louis MO 63108

To read more about the Marianists in the Province of the United States, please visit:

www.marianist.com