



REGIONAL DIRECTOR OF ADVANCEMENT, NORTHERN CALIFORNIA

ABOUT JESUITS WEST

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 over 16,000 priests, brothers, and scholastics ministering in 112 nations on six continents. Jesuits serve the Church 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," in the words of St. Ignatius, and have an especially lengthy period of study and spiritual preparation before ordination to the priesthood, usually ten to twelve years, unlike most diocesan priests who complete studies in five or less years. The current cost for one man to undergo a decade long period of formation is approximately \$995,000. The Jesuits also believe that Christian faith demands a commitment to social justice, often times by confronting political, economic, and societal structures that perpetuate poverty and injustice. The Jesuits are particularly well-known and respected as educators, and currently maintain 28 colleges and universities and 64 high schools in the United States.

Key Facts

- \$30 million annual budget
- 70 Province staff; offices in two states
- 10 advancement staff
- Over \$12.5 million raised in FY 21-22

Mission

To invite all people to experience the transformative power of God's love through the Jesuits' educational, pastoral, and social ministries.

Visit



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The Society of Jesus is divided into approximately 80 geographical territories called Provinces, with each Province headed by a major superior called the Provincial, who reports directly to the superior general in Rome, currently Father Arturo Sosa, S.J. In the United States, there are currently four provinces, and in Canada there is one province. Jesuits West spans a ten-state region that includes Alaska, Arizona, California, Hawaii, Idaho, Montana, Nevada, Oregon, Utah, and Washington. Jesuits West is led by Father Sean Carroll, SJ who oversees 417 Jesuits and is supported by a 16-member executive team of Jesuit priests and lay partners with headquarters in Los Gatos, California, and Portland, Oregon. Jesuits work primarily within the province, but they can be missioned anywhere in the world to serve the needs of people.

Jesuit ministries extend across a world of human need and striving – from parishes to prisons, from retreat centers to refugee settlements, from schools to hospitals. Jesuits West provide support in four major areas: training and education of 60 Jesuit priests and brothers; caring for 85 senior and infirm priests and brothers in Los Gatos; global ministries for education; and over 75 social and pastoral ministries within the ten-state province. Their Jesuits and lay partners serve 5 top universities and 18 secondary and pre-secondary schools; lead and support 13 Catholic parishes, 10 social ministries, 12 spiritual ministries, 2 Native Peoples missions, 6 young adult ministries, and 23 separate Jesuit communities. Jesuits West also provides financial support to schools for the underserved and seed funding for other ministries serving the poor, underprivileged, and refugees, particularly migrant populations along the U.S.-Mexican border. In particular, the Province has had a rich history and tradition with their ministry to Native Peoples in Washington, Alaska, and Montana.

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

THE POSITION

A driven, collaborative, and results-oriented leader, the Regional Director of Advancement will lead all major gifts fundraising within Northern California area. This position reports to Siobhán Lawlor, Vice President for Advancement and Provincial Assistant, and serves as an essential member of Jesuits West's high performing advancement team, including working closely with Fr. Sean Carroll, the Provincial, and a range of dedicated Jesuit priests and brothers. The Regional Director of Advancement, an energetic leader embodying the Jesuits' core values, will be expected to build and manage a portfolio of donors and prospects with the potential to make significant major and principal gifts to support the mission of the Jesuits. The Regional Director of Advancement will bring an accomplished track record of establishing and growing major giving programs and will contribute in part to Jesuits West's overall fundraising goal exhibiting trust, confidence, sensitivity, and professionalism. This position will be based in Northern California region with the flexibility to work remotely.



RESPONSIBILITIES

The Regional Director of Advancement will have the following primary responsibilities:

- Identify, qualify, cultivate, solicit, and steward new and existing major gift prospects to meet or exceed all metrics and revenue goals.
- Build a strong portfolio of new donors and prospects that generates five- and six-figure gifts from a wide range of sources.
- Build and maintain a strong portfolio of approximately 120 current and new donors and prospects, utilizing Jesuit priests and brothers, ministry and institutional leaders, and volunteers as natural partners in cultivating and soliciting gifts.
- Identify, solicit, and close planned gifts (bequests, life estates, charitable remainder trusts, etc.) that support Jesuits West's successful legacy program.
- Act as principal donor strategist for each prospect in the portfolio with specific responsibility to develop a written donor strategy and relationship record of all interactions.
- Design, produce, and manage the fundraising and stewardship efforts for the Province's regional events.
- Regularly reports all moves management progress that supports the advancement team's goals and attends quarterly staff meetings in Los Gatos.
- Develop and maintain positive, collaborative working relationships with Jesuit priests and brothers, volunteers, civic organizations, regional archdiocese, local dioceses, and other stakeholders.
- Engage in regional travel to solicit, cultivate, and steward new and existing donors.
- Help to broaden the reach of Jesuits West by engaging younger, tech-savvy donors whose interests may focus on Jesuits West social justice and humanitarian efforts.

MAJOR OBJECTIVES

Within the first 12 to 18 months, the Regional Director of Advancement will achieve the following major objectives:

- Engage in one-on-one meetings and/or events with Jesuit donors, prospects, and stakeholders throughout Northern California region.



- Develop and cultivate warm, trusting partnerships with Jesuit priests, their ministries and work, and with Jesuit university and school administrators and staff within the region.
- Build strong, mutually beneficial relationships among the Provincial's leadership, ministry partners, staff, donors, friends, and supporters.
- Identify, qualify, cultivate, and build an increasing base of new major gift donors and prospects within Northern California.
- Generate from the portfolio at least three to five major gifts at the six-figure level, with a goal of raising at least \$2 million annually within the next three years.

QUALIFICATIONS

The ideal candidate will possess most of the following qualifications:

- An authentic, passionate commitment to the Jesuits' mission, charism, and Ignatian spirituality. Familiarity with Catholic tradition and understanding of current issues involving the Roman Catholic Church.
- A minimum of five to seven years of successful fundraising experience in managing high-level donor and prospect relationships with proven experience in soliciting and closing major gifts at the six-figure level or higher.
- Experience with soliciting high-net worth donors and prospects in the respective region would be an advantage.
- A strong listener with the tact, sensitivity, and a genuine interest in engaging with a diverse range of donors, priests, volunteers, and families.
- Outstanding organizational and research skills and ability to manage multiple tasks simultaneously and meet deadlines and goals.
- Independent, resilient, self-motivated, and results-oriented.
- Strong interpersonal and motivational skills that convey trust, flexibility, and integrity.
- Excellent written and verbal communication skills with a persuasive ability to generate support on behalf of the Jesuits.
- High degree of technological proficiency with top fundraising software such as The Raiser's Edge.
- Ability to work with a flexible schedule and travel as needed, including evenings and weekends.
- A bachelor's degree from an accredited university or college is required.



APPLICATION

Jesuits West has retained Campbell & Company to conduct this search. The team for this project includes Dan Nevez, Vice President and Alexandra Catuara, Consultant. To be considered for this opportunity, please send a letter of interest and resume to:

ALEXANDRA CATUARA

Consultant, Executive Search

anc@campbellcompany.com

(312) 506-0060 direct

Jesuits West is an equal opportunity employer.



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