



RELATIONSHIP MANAGER (SOUTHEAST)

November 3, 2025

CATHOLIC RECRUITER ASSOCIATES

EXECUTIVE SEARCH • MANAGEMENT CONSULTING



BACKGROUND

Founded in 1960 by Brother Joel Damian, FSC, **Christian Brothers Services** began as a mutual cooperative purchasing group for Chicago area high schools run by the De La Salle Christian Brothers. Under Brother Damian's leadership, the brothers realized they could purchase better coverage at significantly reduced prices by pooling the financial resources and risk exposures of the schools, providing greater financial strength to both the congregation and the individual institutions.

Over time, Christian Brothers Services has grown to fund a variety of programs for Catholic congregations, organizations, and dioceses in the United States. CBS continues to pool resources for such organizations, resulting in increased purchasing power and superior coverage at reduced rates, all while avoiding the larger cost fluctuations most other purchasers face. This approach allows Christian Brothers Services to offer members more flexibility and greater benefits choices.

Job Summary/Description:

Join us at Christian Brothers Services, where our mission is to support and serve the Catholic Church and its ministries across the nation. We're seeking a dynamic and experienced professional to join our team as a Relationship Manager. This Relationship Manager will work closely with CBS Member organizations and prospective Catholic organizations to understand their needs and provide them with solutions in the areas of health, property/casualty, retirement, and consulting services. He/she should be an authentic and collaborative servant-leader who utilizes both business and Church knowledge to nurture relationships with Members, prospects, and brokers. If you're passionate about leveraging your sales and customer relations expertise to drive impactful initiatives in alignment with our mission, we invite you to be a part of our dedicated team.

Education and Experience:

Responsibilities include but are not limited to the following:

- Building relationships with Members, prospects, brokers, and internal subject matter experts.
- Identifying and facilitating growth opportunities, focusing on new products/services to existing and prospective accounts.
- Effectively managing a geographic territory including travelling onsite approximately 50% of time.
- Attending key industry events.
- Act as liaison between members/prospects and internal stakeholders.
- Support Relationship Management Team strategy, goals, and objectives.

This Relationship Manager will be responsible for territories primarily in the Southeast region of the US.

Qualifications:

- Experience in sales, customer relations, business, or related field.
- Willingness to travel frequently.
- Experience building relationships in Catholic Church preferred.

Skills:

- Experience meeting sales/customer relations targets/goals.
- Communication, interpersonal, and organizational skills.
- Experience using CRM systems.
- Team player – demonstrate initiative and solve problems.
- Work independently and interact effectively with other divisions/departments.
- Strong follow-up including tracking activities, tasks, and opportunities within CRM.

Travel: Required approximately 50% of the time (including overnight stays) within the assigned territory (southeast United States).

Salary: Commensurate with background and experience. Comprehensive benefit program (details will be furnished to finalist candidates).

Application Deadline: December 31, 2025

(We reserve the right to shorten the deadline for applications if we have sufficient interest. Please apply early to ensure your background will be considered.)

For consideration, please email resume to:

Ken Rowe
Vice President CAO
Catholic Recruiter Associates
KenR@CatholicRecruiter.com

Note: Only those selected for an interview with the search committee will be contacted.

Search managed by:

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