



MAJOR GIFT OFFICER

March 9, 2026

CATHOLIC RECRUITER ASSOCIATES

EXECUTIVE SEARCH • MANAGEMENT CONSULTING



BACKGROUND

Edmundite Missions has been serving the men, women and children living in poverty-stricken communities throughout the Deep South since 1937. Through our ministry we meet immediate needs by providing food, clothing, and shelter for thousands of people. We also exemplify service to solutions by offering mentorship, apprenticeships, and educational programs for youth and adults, providing a pathway towards self-reliance.

Guided today by our mission statement and the faithfulness of our donors, we continue our work of addressing the extreme poverty prevalent within the Deep South while imparting a sense of dignity to each and every person we serve. To reduce the overwhelming prevalence of homelessness, extreme poverty, and hunger within this Deep South region requires a broad, strategic, and long term approach.

Our commitment, for most of a century, has been to provide the programs and essential services that address some of the most pressing issues affecting those living in some of the poorest counties in America. The needs of this region are great, even overwhelming, but we do the best we can, with what little we have, to serve those most in need.

Our outreach area includes the Alabama counties of Butler, Dallas, Lowndes, Monroe, Perry and Wilcox, and New Orleans, Louisiana. Our work is made possible through the compassionate generosity of donors from around the country alarmed by the critical nature of this ongoing, deeply-rooted poverty.

Responsibilities:

- Creates and implements dynamic solicitation, stewardship and cultivation strategies to maintain and expand the major individual giving program for the Edmundite Missions.
- Builds long-term and strategic relationships with individual donors that result in both major and planned gifts.
- Manages a portfolio of 100 - 150 donors based throughout the United States.
- Manages major donor prospect identification, research and assignment to ensure a continuous pipeline of individuals with leadership giving capacity and inclination.
- Prepare personalized proposals for individual donors for major and planned gift opportunities.
- Utilizes and is proficient in Raisers Edge NXT to ensure all contacts and interactions are recorded, tracked and managed using the donor database.
- Assists in strategizing and implementing events and meetings for integrative donor engagement.
- Keeps current on changes to tax laws and legislation that impact gift planning vehicles
- Develops proposals for individual donors to secure planned and legacy gifts
- Assists in the development, implementation and evaluation of marketing plans and programs to enhance organizational planned and legacy gift expectancies.
- Assists in the identification, cultivation and solicitation of institutional donors to include assisting in the preparation of progress and final reports for active grants.
- Understands planned giving as a donor strategy and knows how to pivot to estate philanthropy when appropriate.
- Travels extensively for major donor visits.
- Other duties as assigned.

Qualifications:

- A bachelor's degree in business, marketing, communications or related field of study.
- Five to seven years of experience in nonprofit major gifts and planned giving fundraising with proven experience successfully raising major gifts.
- Possess proven experience in planning, vision and goal achievement in Development.
- Working knowledge of both planned giving instruments and IRS regulations, tax laws and implication for planned gifts is required with. The focus is in securing 5, 6, and 7 figure gifts for the mission.
- Must have excellent written and communication skills.
- Able to work independently and as part of the team demonstrating initiative, adaptability and motivation.
- Practicing Catholic and/or deep respect for the teachings of the Catholic Church.
- Commitment to serving the poorest with dignity.

Travel: Extensive travel for major donor visits.

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

Application Deadline: April 30, 2026

(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.

This position serves a vital religious function that supports the mission and beliefs of the Roman Catholic Church.

Search managed by:

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