



CATHOLIC
DIOCESE OF RALEIGH



EXECUTIVE DIRECTOR, CATHOLIC FOUNDATION

October 25, 2018

CATHOLIC RECRUITER ASSOCIATES

EXECUTIVE SEARCH • MANAGEMENT CONSULTING



CLIENT BACKGROUND

The Roman Catholic Diocese of Raleigh (<http://dioceseofraleigh.org/>) comprises the 54 eastern counties of North Carolina, covering approximately 32,000 square miles. The Diocese is organized into 8 deaneries with 93 parishes and missions and 5 centers for campus ministry. The Diocese is served by 113 active Diocesan and religious order priests serving 223,000 Catholics and approximately 250,000 unregistered Hispanics. In addition to the Hispanic population, the Diocese has become home to an increasing population of Catholics from African and Asian countries. The spiritual leader of the Diocese is **Bishop Luis Rafael Zarama** ([Bishop Biography](#)).

The Foundation is a relatively new organization within the Diocese which was created to focus fundraising efforts toward major donors inclined to endowments or major gifts as their giving strategy.

The Diocese needs this emphasis and level of support to underwrite initiatives in education and other areas of outreach to the people of Christ. Working with the Board of Directors the Executive Director will implement a robust strategy which identifies and cultivates people who have a desire to fulfill stewardship objectives which sustain the discipleship outreach of the Church in the Diocese of Raleigh.

Primary Duties

- Partners with Board of Directors to develop strategic direction, implements and influences strategy to achieve goals.
- Personally manages a significant portfolio of principal and major gift leads/ relationships (\$100K - \$1M+).
- Imagines, develops and executes programming and fundraising efforts, which could include campaigns, planned gifts, corporate giving and/or annual and special gifts.
- Engages donors in special events, fundraising activities and gift visits; serves as primary contact for donors.
- Serves as chief foundation spokesperson to donors, media and community members.
- Leads and mentors foundation staff; plans and establishes clear performance objectives, sharing strategic direction and motivating the team toward goals.
- Provides executive-level leadership support to the chair and other board members.

Education and Experience:

- Bachelor's Degree in Fundraising or a related discipline
- Five years of high-level fundraising experience
- Three years in a senior level/top management role
- Strong knowledge of the Catholic Church's structure and mission
- Proven track record securing six and seven figures grants
- CFRE designation desired
- Outstanding leadership skills
- Ability to travel up to 50% to meet with foundation funders and prospects
- Outstanding interpersonal and communication skills, both oral and written
- Ability to work independently and in a collaborative team environment
- Excellent problem-solving skills, strategic thinking, and attention to detail
- Experience with research and prospect identification strategies
- Solutions-oriented, collaborative and self-directed
- Highly organized and able to set and balance multiple priorities and meet deadlines.

Reporting Relationship: Board of Directors

Other

- Benefits** ○ This position offers comprehensive benefits and retirement plan. Details available from Human Resources.
- Compensation** ○ Highly competitive for fundraising rainmaker
- Expected Travel** ○ 50% Primarily local; some national
- Deadline for Application** ○ April 15, 2019

For consideration, please email resume to:

Patrick Lynch, Managing Partner
Catholic Recruiter Associates
Pat@CatholicRecruiter.com

Search managed by:

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P.O. Box 967
Ridgefield, CT 06877
Phone: (203) 438-8475
E-mail: info@catholicrecruiter.com
Web : www.catholicrecruiter.com