

Chief Advancement Officer – Society of St. Vincent de Paul North Texas

Level: Senior Level, reporting to CEO

Location: Dallas, Texas

About The Society of St Vincent de Paul North Texas

Serving more than 75,000 people across North Texas and the counties of the Diocese of Dallas, members of **the Society of St. Vincent de Paul North Texas** are women and men who witness to God's love by embracing all works of charity and justice in an effort to prevent homelessness. We make no distinction in those we serve because we see in them *the face of Christ*.

Vincentians seek to *serve in hope*, bringing hope to those we are blessed to serve.

Are you called to serve as our Chief Advancement Officer?

The Chief Advancement Officer (CAO) is responsible for designing, implementing, and managing all activities related to fundraising, marketing, and communication. This includes the identification, cultivation, solicitation, and stewardship of annual, major, corporate and planned gifts from SVdP's growing base of supporters. Specifically:

- Develop and implement a fundraising strategy utilizing current and new tactics to grow every level of revenue generation.
- Oversee corporate sponsorship strategy, managing outsourced foundation grant work and secure government funding
- Drive the retention of current donors and the identification and cultivation of all financial supporters through extensive portfolio management across all levels of the organization
- Execute a Major Donor prospect strategy with a plan for every prospect.

The CAO is responsible for raising funds to support the Diocesan Council of Dallas initiatives and working with member Conferences across the Diocese to develop strategies and programs that leverage the national footprint of the Society, its many existing programs, and the 800+ Vincentian volunteers working across the Diocese.

What You'll Love:

- Opportunity to be a *transformational leader* who will grow and develop an already talented advancement team.
- Ability to use your ingenuity and experience to establish Best Practices and innovative development strategies to fuel growth and impact.
- An opportunity to “live the Gospel message” and align your Catholic faith to your professional career.
- Gain career stability recognition in one of the oldest and well-established charitable organizations in North Texas, with 70 years in the area and almost 175 years in the US
- Be a key part of a mission that believes that we are called to “See the Face of Christ and Be the Face of Christ”

- Collaborate with a charismatic and welcoming CEO who will fully support you.
- Engage with inspired and dedicated board members, community leaders, diocesan staff, and over 800 Vincentian members in almost 40 local chapters
- Generous benefit package, retirement plan contribution by org, PTO, holidays, etc.!

What You'll Do:

Development and Revenue Generation

- Lead the efforts to increase revenues through corporate, individual, foundation and government funding and affiliate partnerships.
- Identify and implement new revenue streams and fundraising methods, with focus on increasing sustainable unrestricted, private revenue.
- Identify, assess, and promote grant opportunities and share with CEO, leadership volunteers, and staff while overseeing our grant partnership.
- Personally maintain a major gifts portfolio of qualified donors and prospects and oversee the portfolio management process for all team and Board members.
- Partner with CEO, Board of Directors, Leadership Team, and Board Advancement Committee to deepen existing funder relationships and cultivate new supporters.
- Evaluate and drive the use of new technology communications, marketing and funding vehicles including social media and online giving, leveraging the organization's website and online tools.
- Plan and evaluate financial needs and fundraising plans and budgets for the Diocesan Council's future.

Communications and Marketing

- Work with CEO and Board of Directors on public relations and marketing to increase knowledge and awareness of SVDP, its mission, activities, and the value of its work.
- Implement multifaceted communications strategy, including use of electronic mail, SVDP websites, social media platforms, print and broadcast media to disseminate SVDP policy, programs and activities, advocacy and related messaging to advance the SVDP mission.
- Focus on external communications to ensure consistent messaging and branding in all print and online donor, partner, and stakeholders' materials.
- With the finance staff, sustain efficient, effective, and transparent financial tracking and reporting processes.
- Coordinate media pitches and communication planning with public relations partner.

Board and Senior Staff Leadership

- Work closely with CEO, Board Advancement Committee, and Advancement Team to lead the creation and implementation of a development strategy.
- Attend Diocesan Council board meetings and Advancement Committee meetings and report on development activities as needed, in coordination with the CEO.
- Serve as an ambassador and spokesperson for the organization as needed, and articulate our mission to external constituents, partner organizations, and current and potential funders.
- Work with the CEO and Council President (leadership volunteer and Board Chair) to ensure board members are engaged and energized by their association with our organization and mission and provide information as needed to board members on donor cultivation and fundraising techniques.

What You Need: (Skills, Mission and Culture Fit)

- **(Skillset)** 5+ years in Senior Development Leadership roles (Chief Advancement Officer, VP Philanthropy or Development, Chief Development Officer roles) within a nonprofit organization.
 - Extensive experience leading, growing, and developing a fundraising team.
 - **(Mission-fit)** Strongly practicing Catholic: knowledgeable in the Faith and social teaching facets, someone whose faith-life is important!
 - **(Culture-fit)** Has initiative, is collaborative, a strategic-thinker who wants to change the world!
 - Able to fulfill local travel (up to 50% per month) as well as occasional national travel to other SVDP councils, including National Council in St. Louis, MO.
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Featured benefits

- Health/Dental/Vision Insurance
- Long Term Disability
- 403(b) Retirement Savings Plan