Recruiting Need
Catholic Charities of St. Paul and Minneapolis is engaged in a national search for the next SVP of Advancement to lead advancement at this long-standing community pillar. The ideal candidate will be a current advancement leader who behaves consistently with clear personal values that complement the core values of Catholic Charities of empowerment, dignity, integrity, compassion, justice and collaboration. Flexible in style, the leader adapts to changing work demands and circumstances without difficulty while maintaining composure and effectiveness under demanding circumstances. Skilled at interacting with others to achieve goals without unhealthy conflict and confrontation, this leader plays a critical role in creating an inclusive and belonging culture by modeling key behaviors and actions. They bring a mission-orientation, and history of building stakeholder relationships. They embrace advancing racial equity and advocate for social justice while upholding the foundation of Catholic Social Teaching: the dignity of every person, the value of community, the pursuit of the common good and the principle of the preferential option for the poor and vulnerable. They will serve as part of the executive leadership team acting as both an external and internal model culture carrier.

About Catholic Charities of St. Paul and Minneapolis
Catholic Charities of St. Paul and Minneapolis (“Catholic Charities”) serves those most in need. Now in their 150 years of service to the community they are a critical element of the social and civil infrastructure in the Minneapolis-St. Paul region. As the largest, most comprehensive social service and civic impact organization in the Twin Cities, Catholic Charities is relied on to solve poverty, create opportunity and advocate for justice. With a dedicated staff over 550 and an annual operating expense of approximately $56 million, their programs for children, families and adults serve nearly 23,000 people annually regardless of faith, background, or circumstance. Through their advocacy efforts, Catholic Charities serves as a tireless voice for those who often go unheard. This work would not be possible without the dedicated volunteers and donors.

The Role
The SVP of Advancement serves as the Catholic Charities primary advancement officer and is a member of the Catholic Charities executive team. In coordination with the CEO and the Board, the SVP of Advancement, strategizes maintains and grows a robust and comprehensive advancement program, overseeing professional staff responsible for revenue in excess of $13 million annually through major gifts, annual gifts, planned gift corporate and foundation funding, capital campaigns, and contributions from small business donors and parishes. This position manages a portfolio of select individuals, corporations, and foundation donors with significant major gift potential. Oversees the promotion of planned giving opportunities and establishes annual and multi-year measures of progress and advancement for all teams within advancement.

Candidate Background & Experience Requirements
Experience leading large advancement teams and effectively stewarding external stakeholder relationships.
Bachelor’s degree required, preferably in marketing, communications, or a related field; advanced degree and Certified Fund-Raising Executive (CFRE) status and/or advanced degree preferred.
- Fifteen years of successful and comprehensive advancement experience including major gifts, annual fund, planned giving experience, corporate and foundation relations, campaigns, and prospect research. Experience working with nonprofit governing boards and high-level volunteers critical.
- Extensive experience managing large and complex budgets.
- Program analysis and strategic planning skills essential.
- Experience motivating, managing, and leading a diverse staff.
- Strong computer skills: high level competency with Salesforce required.
- Knowledge of Twin Cities’ philanthropic community, nonprofit community, and nonprofit sector preferred.
- Strong written and verbal communication, presentation and organizational skills.
- Frequent early morning, evening and weekend work is required.
- Ability to work with diverse and/or low-income populations, including those who may be experiencing homelessness, unstable housing, and/or mental illness.

Contact
Referrals or nominations of prospective candidates and/or for personal confidential consideration please send a confidential resume or CV with an introductory email letter to: advancement.cc@dhrglobal.com.
All referrals, inquiries, and nominations will be handled with utmost confidentiality.