

The National Catholic Reporter
Senior Director of Advancement (Major Gifts)

Role Summary:

The *National Catholic Reporter* (NCR) is a non-profit, independent, lay-led news organization that reports on the Catholic Church and wider moral issues facing the human family. It publishes the *National Catholic Reporter* bi-monthly in print and daily at [NCR Online](#). It also publishes [Global Sisters Report](#) and [EarthBeat](#) online. These publications are committed to shaping a world that recognizes the sacredness and dignity of every human being, regardless of religious belief, gender, race, ethnicity, sexual orientation. Throughout our history, NCR has been a voice for the voiceless, disadvantaged and marginalized. It has held authority, secular or religious, accountable.

As NCR nears the public and final phase of its \$8M endowment campaign, the Sr. Director of Advancement will have the unique opportunity to leverage the campaign's momentum to establish and grow a stronger base of major donor support for NCR's general and restricted funding needs. The Sr. Director of Advancement will report to the Chief Advancement Officer with a specific focus on cultivating, securing, and stewarding gifts of \$10,000+ as well as legacy/planned gifts.

The Sr. Director of Advancement will focus on the following:

Major Donor & Legacy Gift Development (90%)

- Develop and maintain a dynamic major donor portfolio (100-135 prospects/donors)
- Design and implement moves management strategies to ensure opportunities are leveraged productively. Strategically move major gift prospects through the development cycle from qualification to cultivation to solicitation to closing to stewardship.
- Understand, identify, suggest, and utilize multiple giving vehicles for the donor.
- Meet monthly and yearly metrics with respect to prospect and donor visits, solicitations, and revenue targets.
- Coordinate donor interests with the priorities of the organization and develop funding proposals to match interests with needs.
- Maintain updated and thorough donor recordkeeping in Salesforce.
- Lead the development and execution of 1-2 strategic VIP donor/prospect engagement events, in conjunction with board members and other key NCR ambassadors.
- In coordination with the Chief Advancement Officer, develop and regularly evaluate program metrics to ensure continued progress and/or shift strategies as needed.

Other Duties (10%)

- Articulate NCR's mission, values, and needs clearly through informal and formal communications including in-person/virtual presentations, written grant and donor proposals, impact documents, and other NCR promotional strategies.

- Serve as a thought-partner to senior leadership and board members on philanthropy efforts.
- Work collaboratively with the development team and other NCR colleagues to support the success of other fundraising campaigns.

The most suitable candidate will possess:

- Bachelor's degree or higher.
- Minimum of seven years fundraising experience
- Track record of success in managing major donor portfolios and securing significant cash and planned gifts from individuals.
- Excellent planning and organizational skills.
- Strong research and analytical skills
- Team-oriented, flexible, positive, personable outlook and willingness to learn
- Proven ability to self-motivate and work both independently and as part of a team
- Proficiency in Microsoft Office, Google Workspace, and common CRM and online fundraising tools. Familiarity with Salesforce a plus.
- Appreciation for and understanding of news organizations and journalism is a plus.
- Passion for social justice, human dignity and the common good – all core values of the *National Catholic Reporter*.
- Appreciation for and strong understanding of the history and mission of the *National Catholic Reporter*.
- Ability and willingness to travel up to 40% of the time, including some weekends and evenings to maintain a travel schedule necessary to visit donors/prospective donors.

Location:

This remote position will be full-time, with the opportunity to work in person or hybrid from NCR Headquarters in Kansas City, MO. Candidates outside of the Kansas City area may be remote (based in the United States) with nearby access to a major airport.

Compensation and Benefits:

Salary is commensurate with experience and other relevant factors, in the range of \$105,000 - \$115,000 annually. NCR offers the following benefits to all full-time employees (employees working 24 hours or more per week):

- Health Insurance plan options (90% employer paid premium)
- Dental and Vision plan coverage (90% / 75% employer paid premium)
- Life Insurance and Long-Term Disability
- Group Annuity Program (403B) with company match
- Supplemental Insurance option (Aflac) and Employee Assistance Program (EAP)
- Paid parental leave (up to 12 weeks)

- Generous paid vacation (up to 20 days per year)/sick/personal time, plus 11 paid holidays

To apply:

Interested parties should submit a resume with career history, along with a cover letter explaining their interest and describing their qualifications. All nominations, applications and inquiries should be directed electronically to jobs@ncronline.org. The position will remain open until filled.

All communications will be treated confidentially. Applications will be reviewed as they are received, on a rolling basis. For selected candidates, steps in the hiring process may entail a series of virtual (Zoom) interviews with a hiring committee comprising NCR staff, board members, and NCR consultants.

The National Catholic Reporter Publishing Company is an equal opportunity employer, and prohibits discrimination and harassment of any type and affords equal employment opportunities to employees and applicants without regard to race, color, religion, sex, sexual orientation, gender identity or expression, pregnancy, age, national origin, disability status, genetic information, protected veteran status, or any other characteristic protected by law.