



Title: Major Gifts Officer

Location: Raleigh, NC

Employment Type: Full-Time Remote-Hybrid

Salary Range: \$75,000 - \$80,000

Position Summary:

The Catholic Diocese of Raleigh is seeking a dynamic and mission-driven Major Gifts Officer to forge meaningful relationships that inspire transformative giving and create lasting change in eastern North Carolina. This is a unique opportunity to lead and expand our major gift fundraising efforts, prioritizing annual, mid-level, and leadership gifts that directly support the mission of the Diocese of Raleigh and its life-changing work.

Key Responsibilities:

- Identify, cultivate, solicit and steward a portfolio of current and prospective major donors with the capacity to give at mid and major gift levels of \$10,000 or more.
- Develop and implement effective systems to manage a comprehensive portfolio of major gift donors, ensuring timely and meaningful communication and recognition.
- Lead donor engagement initiatives that deepen relationships and increase long-term affinity and commitment to the Diocese.
- Craft and deliver powerful, high-quality presentations and stories that showcase and successfully relay the impact of giving successes.
- Engage in public speaking in a variety of settings (1:1, small, and large groups) to present impactful and compelling information.
- Travel throughout eastern North Carolina to conduct in-person meetings with prospects.
- Collaborate with the Chief Development Officer and Assistant Director of Philanthropy and Engagement to develop innovative donor recognition and stewardship strategies that encourage recurring and increased support.
- Maintain accurate and up-to-date donor records in Raiser's Edge (RENXT), tracking all donor activity in Daily.
- Work in conjunction with DataOps team to obtain necessary data to accomplish goals.

Minimum Requirements:

- A proven track record of success in cultivating, soliciting, and closing five and six-figure gifts. (\$10,000+)
- Five or more years of professional fundraising experience, with a comprehensive understanding of annual giving best practices and trends.
- A Bachelor's degree or an equivalent combination of education and professional experience.

- Exceptional organizational and project management skills, with the ability to manage a diverse portfolio of donors and multiple priorities simultaneously.
- Outstanding written, verbal, and interpersonal communication skills, with a natural ability to build trust and rapport with a wide range of individuals.
- Self-motivated with an entrepreneurial spirit and leadership mindset.
- A flexible schedule to accommodate evening and weekend meetings and events, as needed. Willingness to travel.
- Professional demeanor reflective of the values and mission of the Diocese of Raleigh.
- Must satisfactorily complete required criminal background and reference checks.
- Must complete Diocese-sponsored Safe Environment Training.

Nice-to-Have Qualifications:

- Familiarity with the Catholic Church and Diocese of Raleigh.
- Proficiency with Raiser's Edge and RENXT.
- Bilingual English/Spanish.

Reports to: Chief Development Officer

In addition to a competitive salary, the diocese provides a comprehensive benefits package, including medical, dental, vision, life and long-term disability insurance, PTO, and a generous 403(b) plan.

About the Diocese:

The Roman Catholic Diocese of Raleigh comprises the 54 eastern counties of North Carolina, covering 33,088 square miles with a population of 5,088,389 (based on 2020 census data). The diocese is divided into eight deaneries with a total of 80 parishes, 17 missions, and four centers for campus ministry. The diocese is served by 147 active diocesan and religious order priests. The diocese includes nearly 500,000 Catholics. Website: <https://dioceseofraleigh.org/>

How to Apply:

Please click on the button below to submit your resume and cover letter.

Apply now

Or copy/paste the link into your browser: <https://dioceseofraleigh.org/employment/diocese-raleigh/major-gifts-officer>