



**DIRECTOR OF DEVELOPMENT, SOUTHWEST REGION  
CATHOLIC EXTENSION SOCIETY  
FLEXIBLE WITHIN REGION, WITH PREFERENCE FOR GREATER LOS ANGELES, CALIFORNIA**

Catholic Extension Society works in solidarity with people to build up vibrant and transformative Catholic faith communities among the poor in the poorest regions of America. With the generosity of individual donors and local and national foundations, Catholic Extension Society raises funds to help these poor, forgotten, and often isolated communities to flourish.

Established in 1905, Catholic Extension Society is a papal society that is answering Pope Francis' call to go out to America's "peripheries." Since its founding, the organization has distributed more than \$1.3 billion in today's dollars to dioceses that cannot support themselves. These areas are called "Extension dioceses," and are reviewed and approved by Catholic Extension Society's Board of Governors.

Catholic Extension Society seeks candidates for the role of Director of Development for the Southwest Region, a geographic territory extending along the West Coast from Santa Barbara to San Diego and eastward to Las Vegas and Phoenix. Reporting to the Chief Operating Officer, the Director of Development will join an approximately 20-person Development Department, which includes several gift officers who focus on major giving and are each responsible for a geographic region as well as a gift officer who focuses on planned giving. The Director of Development for the Southwest Region will ideally be based in the greater Los Angeles area. However, Catholic Extension is interested in identifying the best candidate and will selectively consider other locations within the region for the Director of Development's base of operations.

The Director of Development will work in collaboration with other colleagues in senior administration and in the Development Department to advance Catholic Extension Society's major gifts presence in the Southwest Region. Catholic Extension Society enjoys tremendous areas of existing support in the region, particularly in Los Angeles, San Diego, and Phoenix, as well as significant potential for new donor engagement.

In addition to being a collaborative member of the Development Department, the Development Director must also exercise high levels of entrepreneurship and self-direction in order to help further grow major gift activity within the Southwest Region. The Director of Development will work collaboratively with members of Catholic Extension Society's Board of Governors as well as with local, regional, and national Catholic institutions and other partners to leverage their respective networks and to devise new fundraising strategies and programs.

Candidates must be motivated by matters of faith, community, service, and justice. (Note: Catholic Extension Society is not an ideological platform or advocacy organization.)

While Catholic Extension Society will consider a broad range of backgrounds, the ideal candidate will have the following qualifications/experience.

- A minimum of eight years of post-college work experience and at least six years of frontline major gifts fundraising experience, with proficiency working with gifts of five figures and above (or equivalent combinations) from both defined and undefined constituencies, including cultivation through closing and stewardship. Experience managing a fundraising

territory for a mid to large-size nonprofit organization is preferred.

- Must have demonstrated ability to think strategically about moving individuals across the spectrum of prospect development, culminating in significant solicitations appropriate to the donor and organizational priorities.
- Significant knowledge of the players, strategies, and trends in giving within the region's major philanthropic communities, and a preference for demonstrated fundraising success therein. The successful candidate must possess the ability to access these social networks seamlessly and with aplomb.
- Must be able to extract and analyze data to make effective, efficient decisions about donor strategy and process. A working knowledge of modern data management practices and techniques, including database information systems, data modeling, and analysis is preferred.
- Experience identifying, nurturing, and motivating volunteers, and an appreciation for their role in building an effective fundraising network.
- Ability to travel up to 40% of the time.

The annual salary for the role is currently anticipated to range from \$175,000 to \$250,000, commensurate with experience.

Download the full position description via the following link:

<https://dsgco.com/search/21938-catholic-extension-society-director-of-development-southwest-region>

*Catholic Extension Society is an equal opportunity employer and consideration for employment is made without regard to race, color, religion, age, gender, gender identity, sexual orientation, national origin, disability status, protected veteran status, or any other characteristic protected by law. If you require reasonable accommodation in completing this application, interviewing, completing any pre-employment testing, or otherwise participating in the employee selection process, please direct your inquiries to our human resources department at [hroffice@catholicextension.org](mailto:hroffice@catholicextension.org).*

Catholic Extension Society has retained the DSG Fundraising & Advancement Practice of DSG Global to assist in this confidential search process. Inquiries, nominations, and applications (current resumes and cover letters) may be submitted via the following link or directed to one or more members of the search team.

<https://talent-profile.dsgco.com/search/v2/21938>

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