CORNERSTONE EXECUTIVE SEARCH

Cornerstone Executive Search has been exclusively retained by Archdiocese of Kansas City in Kansas to conduct their search for a new Senior Director of Development.

THE ARCHDIOCESE OF KANSAS CITY IN KANSAS

SENIOR DIRECTOR OF DEVELOPMENT

Archdiocese of Kansas City in Kansas

Fast Facts

- **Location:** Kansas City, Kansas (Greater Kansas City metropolitan area)
- **Schedule:** Full time, 40 hours per week; benefits eligible
- **Scope:** Archdiocesan development strategy, major donor relationships, events planning, development operations and support for parish and ministry fundraising initiatives
- **Key relationships:** The Archbishop, key Cabinet advisors, development team, clergy, parish and ministry leaders, donors, volunteers and Chancery colleagues.

The Organization

The Archdiocese of Kansas City in Kansas is the Catholic Church in Northeast Kansas, serving communities across 21 counties with 107 parishes and 42 Catholic schools. Its vision is simple and far-reaching: growing as disciples of Jesus and making disciples for Jesus. Through its parishes, schools and ministries, the Archdiocese invites people to encounter Christ, deepen their faith and serve their neighbors.

The Development office makes this mission possible in tangible ways. Thoughtful stewardship, trusted relationships and a compelling account of the good being done help connect people's generosity with the needs of the Church today and for generations to come.

The Opportunity

The Archdiocese is seeking a Senior Director of Development to encounter the love of Jesus Christ, experience the mission clearly and inspire parishioners to respond generously. This leader will build authentic relationships with parishioners across the Archdiocese and translate the Archbishop's pastoral vision into a coordinated development strategy that guides the Development team and systems that turn this strategy into action.

The work is both personal and strategic. The right leader is comfortable sitting with a family and friends around a dinner table, collaborating with a pastor on a parish priority and bringing discipline to a multi-year development plan. They deeply understand that stewardship is an invitation to participate in the Church's mission, and that trust is earned through listening, engagement and care for every gift.

Key Responsibilities

Build Relationships and Inspire Generosity

- Develop and steward meaningful relationships with major donors, prospective supporters and community partners across Northeast Kansas. Listen to their interests and connect them with opportunities that reflect the mission and priorities of the Archdiocese.
- Partner with the Archbishop and other leaders in donor cultivation, visits, gatherings and appropriate gift conversations; prepare them with clear context, thoughtful materials and timely follow-up.
- Create opportunities for people to gather, hear the story of the Church's work and build relationships, from small hosted conversations to larger events and celebrations.

Set the Development Strategy

- Shape and execute a comprehensive, multi-year development strategy aligned with the Archbishop's pastoral vision and the needs of archdiocesan ministries.
- Provide direction for development programs and initiatives, including major gifts, annual giving, campaigns and other priorities as appropriate; establish clear plans, measures and accountability.
- Work with pastors and parish leaders to understand local needs and support responsible parish campaign planning and donor engagement in coordination with archdiocesan processes.

Share the Story and Vision of The Archdiocese

- Partner with the development, communications, ministry and parish colleagues to share the mission, the need and the impact of giving through individual and small group stewardship, presentations, correspondence, events and donor updates.
- Serve as a credible spokesperson and connector who brings people together across the Chancery, parishes, schools and ministries while respecting each group's responsibilities.
- Lead, coach and mentor the development team; encourage collaboration with staff and volunteers and establish a culture of hospitality, integrity and shared responsibility.

Steward Resources and Strengthen Execution

- Oversee the Development Office budget and monitor financial performance, development costs and the use and impact of funds in partnership with finance and ministry leaders.
- Maintain sound donor records, reporting, policies and processes. Protect donor privacy and confidentiality and model ethical fundraising practices.
- Use data and regular reporting to assess progress, strengthen donor engagement and help leadership make informed decisions.

What You Bring

- A commitment to the mission and teachings of the Catholic Church, with the ability to communicate its vision authentically and interpersonally. A practicing Catholic in good standing is required.
- At least 15 years of relevant experience in advancement, development, events planning, fundraising and professional management, including at least 10 years managing staff and volunteer groups.
- A proven track record and reputation of earning trust with donors and senior leaders, leading complex initiatives and turning strategy into disciplined execution. Experience with major gifts, campaigns and parish or faith-based settings is especially relevant.
- A collaborative, grounded leadership style; strong judgment, presence, listening and oral/writing skills; and the ability to represent the Archdiocese with professionalism, warmth and credibility.
- Financial and operational fluency, including development budgets, reporting and an understanding of charitable giving and stewardship. Familiarity with financial, accounting and tax concepts related to giving is valuable.
- Bachelor's degree in finance, marketing, business administration, nonprofit administration or a related field. A master's degree and Certified Fundraising Executive credential are preferred.
- Experience with Blackbaud Raiser's Edge and working knowledge of Microsoft Office. Experience with other donor databases is helpful.

Benefits and Employment Requirments

The Archdiocese offers medical, dental and vision coverage, a 401(k) plan with matching contributions, and paid vacation, sick leave and holidays. All employees must consent to a background check, commit to the Code of Conduct, Abuse Prevention Policy and Statement of Foundational Principles as They Relate to Employment, and complete Safe Environment training before hiring.

About Cornerstone Executive Search

Cornerstone Executive Search is a leading retained executive search firm that helps great companies recruit great people. For more than 40 years, our firm has excelled in serving our client companies with executive talent acquisition, leadership development and career transition services in Kansas City and across the Central Midwest region of the United States. Our firm has successfully completed more than 1,600 retained executive search assignments for C-suite, President, Vice President, Director and Management-level positions. To inquire about how Cornerstone Executive Search can serve your executive talent acquisition needs, please click here to visit our website.

To apply for this position, please send resume or referrals to:

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EXECUTIVE SEARCH

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