

Vice President for Advancement and Communications

USA Midwest Province of the Society of Jesus (Jesuits)

The Organization

The Society of Jesus is a Roman Catholic religious order of priests and brothers popularly known as "The Jesuits." It was founded by St. Ignatius of Loyola in 1540. More than 16,000 Jesuits serve the Church in 112 nations on six continents through many and diverse ministries.

The USA Midwest Province is comprised of 500 men serving the Church in educational, pastoral, social, and spiritual ministries across 12 states of the midwest – from Ohio to Wyoming.

The Position

This position reports directly to the Provincial and is equivalent in importance and stature to the "vice president for advancement and communications" in a college setting.

The ideal candidate is an experienced development and communications professional with a proven track record of increasingly responsible positions and accomplishments. He or she will supervise a staff of 13 people.

Responsibilities include annual fund, major gifts, planned giving, data base management, grants, devotional programs, written media, social media, public relations, website, events.

Philanthropy and Communications in the USA Midwest Province

The mission and work of the Jesuits depends upon the support and collaboration of friends, colleagues and benefactors. Gifts are used to provide support in four key areas:

- **Training and educating Jesuits:** The formation of Jesuits is a process that typically lasts 10 to 12 years. It begins when a man enters the Jesuits and ends when he is ready to be assigned to a ministry as a brother or an ordained priest. Currently, about 90 men are at various stages of formation. The average annual cost per Jesuit in formation is \$50,000;
- **Caring for elder priests and brothers:** Approximately 120 of our senior members reside at the Jesuit Health Care facilities near Detroit, MI, and in Milwaukee, WI, devoting themselves to prayer and spiritual growth. The average annual cost per Jesuit is \$75,000;

- **International ministries:** Currently, the province supports and shares resources with three other Jesuit provinces: Peru, East Africa, and the Kohima region of India;
- **New Projects and special ministries within the United States:** The province provides financial support to Jesuit-sponsored ministries within the region. This support often takes the form of start-up or seed-grant assistance to ministries serving the poor and underprivileged.

Core Responsibilities

- Maintain and refine a process by which a steady source of donor prospects candidates are identified, researched, and qualified for the appropriate level of cultivation and solicitation. In this connection, segment the database to ensure that capital, special, and annual solicitations are executed in a coherent manner. Annual budgeted gift revenue for the department is currently \$10 million.
- The Assistant for Advancement and Communications will steward a portfolio of donors that he/she will personally attend to and solicit.
- Define how key strategic messages will be delivered to various individuals and stakeholder groups to increase their understanding of the province's identity and brand, strategic imperatives, and case for charitable support. Develop feedback mechanisms to measure the impact of the province's communications program.
- Develop marketing and communication strategies (including printed media, social media, public relations and web presence) to build understanding and support for the province's priorities, promote its identity and brand, and foster opportunities for partnership with the province's various constituents.
- In support of the province's strategic priorities, prepare and refresh annually, a three-year operational plan for the advancement and communications programs. Delineate timetables, budgets, and strategies for accomplishing goals and objectives.
- Conduct an annual assessment of programs and achievements. In conjunction with the Provincial and his leadership team, establish donor and dollar goals and objectives of sufficient proportion to challenge province constituents and advance the entire philanthropic program.
- Supervise the advancement and communications staff, including but not limited to management of gift solicitation, gift processing, events, grants, information management, website, social media, printed materials and public relations. Meet annually with each member of the advancement staff to establish specific job responsibilities, evaluate job performance, and set objectives for improvement. Maximize the team's effectiveness, building on strengths and defining a path for correcting weakness.

- Develop a strong bond with the province and its membership, thoroughly understanding its history, distinct mission and culture, operations, its base of financial support and the opportunities that exist therein.
- Build a vibrant working relationship with the Provincial and the other members of his executive team, gaining their trust and confidence; provide them with timely advice and counsel in all advancement and communications matters.
- Serve as the delegate of the province at regional and national advancement and communications meetings; participate in relevant committees or other teams as assigned.
- Serve as a champion and advocate for the province, internally and externally, promoting advancement and communications as a unifying force within the province.

Competencies and Qualifications

In considering candidates for this position, we believe the following competencies and personal qualities will be important to the new Assistant for Advancement and Communications success:

- the ability to think strategically and creatively;
- the ability to articulate the vision and mission of the province;
- a strong and capable leader who understands, embraces, and persuasively articulates the mission of the province;
- a skillful executive who artfully manages, delegates and empowers others, while developing a strong advancement and communications platform;
- a self-confident professional, knowledgeable of contemporary development and communications theory/practice, with proven success in achieving results;
- an articulate communicator (written and verbal) who can effectively establish rapport with a variety of constituencies; who understands the strategic use of public relations and communications in delivering the province's core messages;
- a person of integrity, loyalty, and a capacity for work, perseverance, and resiliency;
- a person of faith, knowledgeable about the Society of Jesus and the Catholic Church.

Interested candidates should send a resume and letter of interest, explaining specific skill sets and experience applicable to this position, to:

Search Committee c/o David K. McNulty
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Applications are due by October 10, 2018