



Central Association *of the* Miraculous Medal

**Central Association of the Miraculous Medal
Philadelphia, PA
Major Gifts Officer**

<https://miraculousmedal.org/>

THE INSTITUTION

Founded in 1915, the Central Association of the Miraculous Medal (CAMM) is dedicated to spreading devotion of Mary and her Miraculous Medal and supporting the Vincentian Priest and Brothers of the Eastern Province of the United States who serve the most vulnerable of society. CAMM's headquarters in Philadelphia serve people across the US and in 142 countries worldwide. CAMM ensures that faith will move forward in the future through the Beyond Sunday® program and the Basilica Shrine of Our Lady of the Miraculous Medal.

The Basilica Shrine of Our Lady of the Miraculous Medal located in the heart of Philadelphia provides visitors a sanctuary for prayer, meditation, and pilgrimage to God and to Our Blessed Virgin Mary, as well as the opportunity to enjoy the Museum's historical collection of Marian and religious artwork.

For additional information about CAMM, please visit <https://miraculousmedal.org/>.

THE POSITION

Reporting to the VP, Institutional Advancement, the Major Gifts Officer will develop and manage a portfolio of major donors through the moves management cycle to grow CAMM's major giving initiatives. In conjunction with the CEO and the Institutional Advancement (IA) team, the Major Gift Officer will cultivate, solicit, and steward major donors to achieve annual and capital campaign fundraising goals. The Major Gift Officer will identify major donor prospects using various research tools, initiate and nurture relationships with existing major donors and prospects, and solicit individual gifts of \$25,000 and above.

Specific Responsibilities

- Collaborate with the IA team to advance the major gifts prospect research efforts; perform donor research using various software tools and identify new major gift prospects.
- Collaborate with the IA team to promote CAMM's major donor cultivation efforts, requesting assistance from VP, Institutional Advancement, CEO, Advisory Board, and Vincentian Fathers and Brothers, as necessary.
- Serve actively as the lead solicitor of major donor prospects, specifically seeking individual gifts of \$25,000 and above.
- Move major donor prospects in an appropriate, timely fashion towards solicitation and make solicitations when appropriate, and work to improve existing moves management strategies.
- Draft major gift proposal documents.
- Design and implement an effective major gift donor stewardship program and provide a high level of quality stewardship after receiving a gift by fostering continuing relationships with major donors.
- Coordinate communications between major gifts prospects and CAMM.
- Ensure that all donor contact is reported in CAMM's database immediately and comprehensively.
- Identify donors with Planned Giving potential and work collaboratively with the IA team. Achieve an Understanding of CAMM's Planned Giving vehicles, including Wills and Bequests and Charitable Gift Annuities (CGA).
- Lead with the design and implementation of Giving Tuesday and CAMM's day of giving campaigns.
- Assist in the design of major donor direct mail campaigns.
- Assist Event staff in planning major donor events.
- Attend all donor events (includes local events as well as events in various regions of the U.S. and Canada) as applicable.
- Identify major opportunities for the promotion of CAMM for existing and potential donors to the Vincentian order at Vincentian events (such as Vincentian Family Day, Vincentian Feast Day Masses and celebrations, etc.).
- Travel locally, nationally, and within Canada.
- Participate regularly in strategy meetings with CEO and VP of Institutional Advancement.
- Perform other duties and projects as assigned.

Qualifications

- Must have an understanding of and a passion for the mission of CAMM with an appreciation for Vincentian values and an understanding of Catholic faith.
- Minimum of 5 years of experience in fundraising.
- Significant experience in soliciting donations of \$25,000 and above with a proven track record of success.
- Extensive familiarity with fundraising.
- Ability to cultivate and nurture relationships over extended periods of time.
- Open to working through the challenges of prospect relationships and have the confidence and ambition to never give up, even after a stream of rejections.
- Must be a self-starter with the ability to work independently a majority of the time.
- Strong organization and persuasion skills.
- Superior communication skills to express, orally and in writing, CAMM's mission, vision, and goals with clarity, passion, and persuasion.
- People-oriented with a natural and innate desire to connect and build relationships.
- Proficient in Microsoft Office Suite, social media resources, and donor research software.
- Experience using Raiser's Edge/RENXT is preferred.
- Bachelor's Degree or equivalent experience required; Certified Fund Raising Executive (CFRE) and/or Chartered Advisor in Philanthropy (CAP) preferred.
- Must be willing and able to travel across North America.
- Available to attend events after work hours or weekends as needed.
- This is an onsite position in Philadelphia with the flexibility to work remotely one day a week.

For inquiries, nominations and applications, please contact:

Tara Sweeney, Partner

610-924-9100 • tsweeney@lambertassoc.com



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Lambert & Associates

222 S Manoa Road, Suite 201 • Havertown, PA 19083 • 610-924-9100

www.lambertassoc.com