



MALDEN CATHOLIC

The Codivisional High School

Director of Major Gifts, Strategic Initiatives, and Planned Giving

Malden Catholic
Malden, Massachusetts

Since 1932, Malden Catholic, an independent, college-preparatory school sponsored by the Xaverian Brothers, has created a family-like community of faith that has fashioned young men of character entrusted by their families to our care. Malden Catholic is thrilled to be able to extend this same opportunity to young women with the establishment of Malden Catholic School for Girls in September 2018.

A codivisional Catholic high school for young men and, beginning in 2018, young women, Malden Catholic strives to maintain the intimacy of its beginnings as a parish high school that prepared generations of students for rewarding college careers, success in a variety of professions and endeavors, and meaningful personal lives.

At Malden Catholic, students thrive in a nurturing environment that fosters academic excellence, character formation based on Christian values, and personal achievement. Students who attend the school have in common a desire and drive to succeed in the classroom, on the field, in their extracurricular pursuits, and in their communities. This strong work ethic and commitment to the spirit of Plus Ultra, Latin for “more beyond,” is central to Malden Catholic. It is how MC develops the leaders of tomorrow.



**Carney
Sandoe**
& ASSOCIATES

Carney, Sandoe & Associates

The Search Group

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Director of Major Gifts, Strategic Initiatives and Planned Giving

Malden Catholic High School (“MC”) is a Xaverian Brothers-sponsored school of 860 students in Malden, Massachusetts. MC is looking for a highly-motivated individual to help the school in implementing its Strategic Plan, which will likely result in a near-term Capital Campaign. An all-boys high school since 1932, MC launched an all-girls division in 2018 which is now the largest all-girls high school in the state. The school’s unique co-divisional model (single sex education with mixed co-curriculars) has transformed the school, setting up a Strategic Plan to permanently reshape the school’s future, including the probable large-scale development of adjoining land.

Responsibilities

- Build and manage a prospect pool of approximately 50-100 individuals capable of making “Major Gifts” of \$10,000 or more annually or \$100,000+ over a multi-year period
- Work closely with alumni, parents and friends of the school to identify and build the prospect pool at the Major Gift level to create a pipeline for future Campaign.
- Build and cultivate prospects for the Brother Gilbert Planned Giving Society.
- Build and deepen productive relationships with donors and prospects, manage and initiate all activity in alignment with the school’s priorities.
- Conduct independent research to identify new prospects and to learn more about known prospects.
- Develop and execute thoughtful strategies for stewardship, cultivation and engagement for new donors.
- He/she will report to the President and Vice President of Advancement and will keep the school progressing towards established milestones in its Strategic Plan.



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Qualifications

- BA degree; progressive experience in fundraising and/or development preferred, but not required
- Strong organizational skills, attention to detail, leadership, persuasion and negotiation skills
- Understanding of all gift vehicles including Planned and Complex gifts
- Ability to prioritize and manage multiple tasks in a highly complex and changing environment
- Passion for the mission of serving the families of Malden and the surrounding communities in a Catholic environment
- Some travel and flexibility to work evenings and weekends as needed is required.

Compensation and Work Flexibility

\$120,000 - \$180,000 commensurate with an individual's background and qualifications. The role will have a high amount of location flexibility.



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Interested Persons Contact:

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All inquiries and nominations are kept confidential.

Malden Catholic is an Equal Opportunity Employer. Malden Catholic seeks those people who are committed to academic excellence, take pride in helping others, want to be part of a dynamic organization and have a sincere concern for the world around them. The School looks for talented men and women to help shape the Malden Catholic Experience for current students and future generations of Lancers.



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