

Position Title : Chief Advancement Officer
Organization : Catapult
Salary: \$140,000 - \$175,000
AFP-WNY Post Date: 3/30/26

DEADLINE TO APPLY: Open

Chief Advancement Officer

OLV Charities – A Father Baker Legacy
Chief Advancement Officer

To Apply, follow this link: <https://jobs.crelate.com/portal/catapult>
Catapult has been retained to conduct this search on behalf of OLV Charities

THE OPPORTUNITY

OLV Charities, the philanthropic and support arm for OLV Human Services, OLV National Shrine & Basilica and related ministries founded by Father Nelson Baker, seeks its next Chief Advancement Officer (CAO). The ideal CAO will be a strategic, mission-driven, and relationship-centered advancement leader. Reporting to the Chief Executive Officer and serving as a member of the executive leadership team.

As OLV Charities nears completion of a major capital campaign supporting OLV National Shrine & Basilica and related ministries, the organization is preparing to launch its next phase of philanthropic growth and donor engagement. The CAO will play a central role in shaping and executing this next chapter—strengthening annual giving, expanding major and planned gifts, enhancing donor engagement, and building the systems and relationships necessary to support long-term sustainability. This is a unique opportunity to lead advancement across a deeply respected, faith-based organization with a broad portfolio of ministries serving thousands of individuals and families annually.

This role is ideal for a seasoned advancement leader who brings both strategic vision and hands-on execution, along with a demonstrated track record of fundraising success and building a strong culture of philanthropy. The successful candidate will be a collaborative and mission-driven leader capable of

strengthening advancement capacity while advancing OLV Charities' and Father Baker's enduring legacy of service and impact.

ORGANIZATION OVERVIEW

Founded on the legacy of Father Nelson Baker, OLV Charities serves as the central philanthropic and support organization for a family of ministries dedicated to serving children, families, and individuals in need. Rooted in Catholic values and guided by a mission of compassion, dignity, and service, OLV Charities plays a vital role in sustaining and advancing multiple affiliated entities and initiatives.

OLV Charities (OLVC) is a 501(c) 3 nonprofit and provides philanthropic leadership and operational support for the following mission partners:

- OLV Human Services
- OLV National Shrine & Basilica

In addition, OLV Charities directly administers and sponsors the following ministries:

- Camp Turner
- St. Gianna Pregnancy Center
- Father Baker's Cause for Canonization

OLV Charities supports these mission partners through fundraising, donor engagement, and operational support services including financial management, communications, and infrastructure. In the past year alone, OLV Charities provided more than \$5.4 million in philanthropic and operational support across its affiliated ministries, helping sustain programs that impact thousands of individuals and families. OLV Charities maintains a national donor base of more than 37,000 individuals and supporters, with strong regional roots and growing national engagement.

POSITION OVERVIEW

The Chief Advancement Officer serves as the senior advancement leader for OLV Charities, responsible for developing and executing a comprehensive advancement strategy that supports the organization's mission, strategic priorities, and affiliated ministries.

The CAO will oversee all aspects of advancement, including:

- Major and principal gifts
- Planned giving programs
- Annual giving programs
- Corporate and foundation relations
- Campaign leadership
- Donor engagement and stewardship
- Advancement communications and messaging
- Advancement operations, systems, and analytics

Strategic Context and Leadership Opportunity

OLV Charities is at a critical inflection point in its advancement evolution. The organization is nearing completion of a multi-year capital campaign and is preparing to transition into its next phase of philanthropic growth.

The incoming Chief Advancement Officer will:

- Shape and execute the next generation advancement strategy
- Expand and deepen major gift and planned giving programs
- Strengthen annual giving and donor engagement
- Enhance advancement systems, infrastructure, and team effectiveness
- Build upon a strong foundation while helping position the organization for long-term growth

ROLES & RESPONSIBILITIES

Advancement Strategy, Revenue Growth, and Campaign Leadership

- Lead the development and execution of a comprehensive, multi-year advancement strategy aligned with organizational priorities and long-term sustainability.
- Provide strategic oversight of all fundraising and advancement revenue streams, including major and principal gifts, planned and annual giving, corporate partnerships, institutional and foundation funding, special events, and capital or strategic campaigns.

- Partner with the CEO and finance leadership to align advancement strategy with financial planning, establishing performance metrics, forecasting processes, and accountability for sustainable philanthropic growth.
- Cultivate and secure new philanthropic and institutional partnerships, strengthening relationships with corporate, foundation, and community partners while positioning the organization for future campaign initiatives.

Major Gifts Leadership and Donor Relationship Management

- Personally manage and cultivate a portfolio of major and principal gift donors and prospects, building long-term relationships and securing transformational philanthropic support.
- Partner with the CEO, Board members, and senior leadership to identify, cultivate, and solicit high-capacity donors.
- Expand donor engagement through curated cultivation opportunities, events, and mission-based experiences that deepen donor connection and investment.
- Ensure consistent and effective donor stewardship practices that reinforce donor trust, engagement, and long-term philanthropic commitment.
- Promote the values of OLVC throughout the organization and external relationships.
- Participate as a member of the Gift Acceptance Committee.

Advancement Team Leadership and Organizational Capacity Building

- Manage and cultivate a portfolio of major and principal gift donors, building long-term relationships and securing transformational philanthropic support.
- Partner with the CEO, Board members, and senior leadership to identify, cultivate, and solicit high-capacity donors.
- Strengthen donor engagement through curated cultivation opportunities, events, and mission-based experiences, deepening connection and investment in OLV Charities' work.
- Ensure strong donor stewardship and governance practices, reinforcing trust and long-term commitment while representing OLV Charities' mission and values in all external relationships.

Executive Leadership, Board Partnership, and Organizational Collaboration

- Serve as a strategic advisor to the CEO and executive leadership team on advancement strategy, donor engagement, and organizational growth opportunities.
- Partner with the Board of Directors and Advancement Committee to strengthen Board engagement in fundraising, preparing and supporting members in donor cultivation and stewardship efforts.
- Collaborate across departments and affiliated ministries to develop compelling cases for support and ensure alignment between programmatic priorities, advancement strategy, and organizational goals, while providing regular updates to leadership and Board stakeholders.

Advancement Communications, Brand Positioning, and External Engagement

- Partner with communications and marketing leadership to strengthen OLV Charities' philanthropic messaging and brand positioning.
- Ensure compelling donor-facing communications and materials that effectively convey mission impact and philanthropic opportunities.
- Serve as an ambassador for OLV Charities within the philanthropic community, strengthening the organization's visibility and reputation.
- Represent the organization in donor, community, and industry settings to build awareness and expand philanthropic engagement.

QUALIFICATIONS

- Bachelor's degree required with 7–10 years of progressively responsible fundraising experience, including leadership of advancement or development initiatives; CFRE preferred.
- Demonstrated success growing advancement revenue across multiple streams, including major gifts, institutional giving, grants, and strategic fundraising initiatives.
- Strong major gifts experience, with the ability to cultivate and engage high-net-worth donors while guiding and supporting others in donor engagement.
- Proven leadership experience building and developing high-performing advancement teams, setting clear expectations and inspiring strong performance.
- Experience partnering with Boards and senior leadership, with the confidence and credibility to support donor engagement and strategic advancement efforts.

- Strong communication, storytelling, and relationship-building skills, with the ability to engage a diverse range of stakeholders including donors, volunteers, and organizational leaders.
- Commitment to the mission and values of OLV Charities, including an understanding of and respect for the Catholic Church's teachings and traditions, along with the professionalism to maintain donor and beneficiary confidentiality.

COMPENSATION & BENEFITS

The salary range for this position is \$140,000-\$175,000, depending on qualifications and experience. A comprehensive benefits package includes medical, dental, and vision insurance, HRA, FSA, retirement match, life and disability insurance, EAP, and generous holidays, vacation, and sick leave.

STATEMENT OF NON-DISCRIMINATION

OLVC is an Equal Opportunity Employer committed to addressing discriminatory practices and working toward racial equity. The equal employment opportunity policy of OLVC provides fair and equal opportunities for all employees and job applicants regardless of race, color, religious creed, national origin, ancestry, age, sex, gender, pregnancy, sexual orientation, marital status, familial status, disability, or genetic information, in compliance with applicable federal, state, and local law. OLVC hires and promotes individuals solely on the basis of their qualifications for the job to be filled.