



Senior Major Gifts Officer

Start Date: June 1, 2026

Permanent, Full-Time, Based in D.C. or Remote, Willing to Travel | Salary Range \$91,000-\$114,000 plus benefits

About NETWORK: Founded by Catholic Sisters in 1971, in the spirit of the Second Vatican Council, NETWORK is an inclusive, national, Catholic advocacy organization open to all who share our values, working to achieve equity and justice for everyone. Grounded in Gospel values and the Catholic social justice tradition, NETWORK transforms our society by shaping federal policies that achieve racial, economic, and social justice; serve the common good; and honor the dignity of all. We value women's leadership, we appreciate people from religious and secular backgrounds, we affirm members of the LGBTQ+ community, and we engage in the ongoing work to become a multicultural, anti-racist organization.

Why this position matters:

Major donors significantly multiply the impact of our mission. For the future success of our work, it is vitally important to continue to develop and sustain strong relationships between NETWORK and both current and prospective donors. Reporting to the Development Director, the Senior Major Gifts Officer is a high-level fundraising professional responsible for identifying, cultivating, soliciting, and stewarding donors capable of making high-impact contributions.

You could be our next Senior Major Gifts Officer if you have:

- 5-7 years experience in a major gift fundraising position;
- Bachelor's degree in a related field;
- Proficiency in fundraising software and CRM systems;
- Experience in, and enthusiasm for, face-to-face cultivation and solicitation of major donors and prospects;
- Experience in collaboration, preparation and accompaniment of executives in major donor engagements;
- An established track record of soliciting gifts from a national pool;
- The ability and willingness to travel regularly to meet with donors and foundations;
- A commitment to fostering a multicultural, anti-racist organization;
- Familiarity with faith-based organizations and advocacy organizations a plus.

What you are great at:

- Managing a portfolio of 50-100 prospects;
- Conducting consistent donor meetings monthly;
- Meeting and exceeding fundraising deliverables;
- Listening carefully for opportunities to connect more closely, and following up with excellent oral and written communication skills;
- Understanding wealth indicators, translating such information into prospect ratings and gift estimates, and using good judgment to strategize the right pitch for the right program at the right time;
- Creatively, ethically, and enthusiastically cultivating financial resources for mission-driven organizations;
- Being a self-starter with high emotional intelligence, strategic thinking ability, and passion for the organization's mission.

What you'll be doing:

- Build and manage a portfolio of high-net-worth individuals and track management in a CRM (e.g., Salesforce);
- Develop personalized engagement strategies, write compelling solicitations, and close major/legacy gifts;
- Conduct consistent face-to-face meetings, site visits, and personalized correspondence to foster long-term relationships;
- Work with senior leadership, board members, and program staff to align donor interests with organizational priorities;
- Under the direction of the Development Director establish ambitious fundraising metrics and track performance;
- Meet performance metrics for face-to-face visits, solicitations made, and revenue closed.

Benefit details:

- Generous time off: Two weeks paid vacation in each of first two years, in addition to Thanksgiving Week off, Christmas Week off, plus 10 additional holidays and 12 personal days a year;
- Platinum level health plan offered including dental and vision;
- Generous retirement plan, and parental leave after one year of employment.

How to apply:

Cover letter: 2-3 paragraphs in an email telling us why you're interested in this position, why you are qualified, and why you want to be a part of the NETWORK community. Give us a sense of the level of responsibility, complexity, and creativity of the work you've engaged in. Please tell us how you found this announcement.

Resume: Attach a resume.

Email: Send materials to Sister Erin Zubal at employment@networklobby.org. Please include "Senior Major Gifts Officer" in the subject line.

Timing: This position will stay open as long as needed — until we find the right candidate. We'll be screening candidates on a rolling basis so please apply promptly.

It is the policy of NETWORK to conduct all personnel activities in a manner that will ensure equal opportunity for all persons without regard to religion, race, creed, gender, color, age, national origin, marital status, veteran status, disability, sexual orientation, or gender identity or expression. Every employee has the right to work in dignity in an environment free from all forms of discrimination or harassment.