



# Director of Development - Join Us!

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## ABOUT ST. MARCUS

St. Marcus is one of the highest-performing elementary schools in Milwaukee, serving urban youth. We provide a 4-star, high-quality, Christian education to over 1,200 (K3-8th grade) scholars between three campuses, just north of downtown Milwaukee. St. Marcus School is part of the Milwaukee Parental Choice Program and is a leader and advocate for education reform in the city of Milwaukee. Explore our mission at <https://www.stmarcus.org/>.

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## POSITION SUMMARY:

*Are you a visionary leader ready to drive transformative growth? St. Marcus is seeking a dynamic Director of Development to lead our fundraising strategy and implementation. In this high-impact leadership role, you'll drive annual contribution of \$3-4 million while building long-term capital and endowment support for future expansion and sustainability.*

Reporting to the Executive Director and supervising a high-performance team, the Director of Development shapes donor engagement, secures strategic partnerships, and fosters community relationships to amplify the mission and impact of St. Marcus.

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## KEY RESPONSIBILITIES:

- Lead Fundraising Strategy: Drive all elements of the development program, including major/planned gifts, annual campaigns, foundation relations, and employee giving.
  - Donor Relations: Cultivate and steward a portfolio of mid-to-major donors, individuals, corporations, and foundations.
  - Campaign Management: Oversee and execute comprehensive campaigns in partnership with leadership teams and campaign committees.
  - Team leadership: Supervise and mentor Development staff, fostering an environment of excellence and collaboration
  - Community Engagement: Represent St. Marcus at external events and serve as a liaison to local leaders and stakeholders.
  - Church Collaboration: Support and advise St. Marcus Church's fundraising and events.
  - Data-Driven Growth: Analyze trends and maintain fundraising metrics, forecasts, budgets, and alignment with organizational goals
  - Operational Oversight: Manage systems, tools, and processes that support fundraising excellence.
  - Schedule Flexibility: Availability for evenings/weekends as needed.
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## MINIMUM QUALIFICATIONS:

- Bachelor's or advanced degree
- 5-10 years of nonprofit fundraising experience
- Senior leadership experience in development strategy, planning, and team management
- Proven track record of meeting revenue goals
- Familiarity with donor databases and segmentation strategy

- Strong technical proficiency in Microsoft Office and Google Suite
- Deep alignment with St. Marcus Christian mission and values: Christ First, Biblical Discipleship, Sacrificial Love, and Radical Expectations
- Background check and proof of work eligibility required

### POSITION COMPETENCIES:

- Visionary leadership
- Strategic fundraising
- Relationship Building and Networking
- Effective Communication
- Project and Team Management

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### BENEFITS:

St. Marcus offers an exceptional benefits package, including:

- 100% employer-paid health, vision, prescription, and long-term disability coverage
- Dental, life insurance, spousal insurance, and child(ren) insurance
- 403(b) retirement plan with employer matching, no vesting required, and pre- and post-tax deductions
- Generous PTO (4 weeks) and 10 paid holidays
- Paid Parental and Medical Leave
- Annual professional development and mentorship opportunities
- Free tuition for children of staff
- Free Before and Aftercare
- Tuition reimbursement
- A dynamic, faith-driven, high-performing work environment that prioritizes collaboration and excellence.

### SALARY:

Salary commensurate with experience, range \$75,000 - \$88,000

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### TO APPLY:

Please send your resume and cover letter to: [denise.sneide@titustalent.com](mailto:denise.sneide@titustalent.com), by Monday, July 28. St. Marcus is committed to building a diverse and inclusive team and welcomes applicants from all backgrounds.

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