

# Senior Development Officer, Corporate & Major Gifts

Arrupe Jesuit High School

FLSA Status:  
Exempt

Reports to:  
Director of Development

Location:  
Denver, CO

Compensation:  
\$85,000 - \$95,000

---

## About Arrupe

Arrupe Jesuit High School is a Catholic, college preparatory school offering students with limited economic resources a premier educational experience through rigorous academics, formation in faith and discernment, and a unique work-study program – fostering community, opportunity leadership, and personal growth. Our goal is to empower graduates who will continue their education and return as leaders in their communities.

---

## About the Role

The Senior Development Officer, Corporate & Major Gifts is a key member of the AJHS Development Team and plays a vital role in achieving fundraising goals by cultivating, soliciting, and stewarding a portfolio composed of individual major donors and business supporters. With a 50/50 focus on individual and business giving, this role requires a relationship-driven professional with strong communication skills and a passion for mission-based work.

### Major Gifts (Individual Giving 50%)

- Manage a portfolio of 50–75 major donors and prospects with capacity to give \$10,000+ annually.
- Develop and execute individualized cultivation, solicitation, and stewardship strategies.
- Attend and leverage networking events, non-profit gatherings, and professional platforms to generate leads and secure introductions.
- Plan and execute donor visits, small gatherings, and personalized outreach.
- Track all interactions and progress using Salesforce.

### Business Giving (50%)

- Cultivate, grow, and steward a portfolio of corporate partners (excluding CWSP partners), including those supporting:
  - Annual giving
  - Event sponsorships
  - Matching gift programs
  - General philanthropic partnerships
- Identify new corporate prospects aligned with the mission and student impact goals.
- Prepare and present compelling partnership proposals, recognition plans, and creative engagement strategies for business partners.
- Collaborate with program staff and leadership to align corporate engagement opportunities with organizational needs.
- Plan and support partner recognition, engagement events, and site visits.

---

## Candidate Requirements

- Minimum 5 years of nonprofit fundraising experience, including success with both individual and institutional (business or corporate) giving.
- Proven ability to cultivate, solicit and close \$10,000+ gifts.
- Excellent relationship-building skills with the ability to engage and inspire donors.
- Experience with Salesforce (preferred) or other similar CRMs.
- Ability to network effectively and cultivate new donor leads through multiple channels.
- Experience with planned giving, including bequests, charitable gift annuities, and donor-advised funds preferred.
- Passion for the mission of Arrupe Jesuit High School and commitment to advancing educational opportunities for students with limited economic resources.

## Contact Us

---

To apply, please submit your resume and cover letter to [hr@arrupemail.org](mailto:hr@arrupemail.org). You may also apply to the open position listed on [www.arrupehiring.com](http://www.arrupehiring.com).