**PARTNERSHIP FOR YOUTH**

*Delivering Catholic Events with Distinction*

# Director of Advancement

*October 2026*

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| **Location** | Bloomington, MN (in-office, full-time) |
| **Reports To** | Executive Director |
| **Status** | Exempt, Full-Time |

## About PFY

Partnership for Youth exists to deliver Catholic events with distinction, inspiring Christ-centered mission in the lives of teens, families, youth ministers, dioceses, and organizations. We walk as joyful disciples, invite all into the love of Christ, and are committed to serving others with excellence in everything we do.

## Position Summary

The Director of Advancement leads the growth of PFY's mission through four connected areas of work: sponsorship and partnership development, strategic relationship building, donor relations, and the advancement of PFY's overall mission. This broadened role goes beyond traditional fundraising. It builds the financial base, relationships, and partnerships that allow PFY to say yes to new opportunities, including growth in Event Services, and to expand access for students through scholarship support.

The ideal candidate is a mission-driven relationship-builder who is equally comfortable cultivating a donor and closing a sponsorship, and who can help define how this new function takes shape at PFY.

## Key Responsibilities

### Sponsorship & Partnership Development

- Identify, pitch, and close event sponsorships and corporate partnerships tied to PFY conferences and events
- Build and manage a pipeline of prospective sponsors, vendors, and strategic partners
- Negotiate and manage sponsorship agreements and fulfillment
- Support Event Services growth by helping share PFY's large-event capabilities with Catholic organizations, in coordination with the Executive Director and Associate Director of Events

### Strategic Relationship Building

- Strengthen and expand partnerships with parishes, dioceses, and aligned Catholic organizations
- Represent PFY at events, parish visits, and partner meetings
- Identify new strategic opportunities that extend PFY's reach and impact, and bring them to the Executive Director

### Donor Relations

- Cultivate, solicit, and steward individual donors, major gifts, and recurring givers
- Plan and manage fundraising campaigns, appeals, and donor communications, including scholarship fundraising so more students can attend
- Build the broader financial base and reserves that allow PFY to invest in staffing and growth as opportunities arise
- Maintain accurate donor records and giving history in PFY's CRM/database

### Advancement of PFY's Mission

- Design and execute an annual advancement strategy aligned with PFY's priorities of donor growth and stewardship, expanded mission, and stronger partnerships

- Tell PFY's story with warmth and clarity to donors, sponsors, and partners
- Support the Executive Director and Board in donor engagement and board-level initiatives
- Set and track revenue goals and KPIs, and provide regular progress reports and forecasts to the Executive Director and Board

## Qualifications

- 3–5+ years of experience in nonprofit development, fundraising, sales, or business development (Catholic or faith-based organization experience a plus)
- Proven track record of meeting or exceeding revenue goals
- Strong relationship-building, negotiation, and communication skills
- Comfortable operating with both donor-cultivation sensitivity and sales-driven urgency
- Familiarity with CRM/donor database systems
- Alignment with and enthusiasm for the Catholic faith and PFY's mission
- Willingness to travel for events, donor visits, and sales meetings

## Application Instructions

- Interested candidates are invited to submit a cover letter and resume addressed to Amy Cummings, Executive Director. Please email your materials to amy@partnershipforyouth.org with “Director of Advancement” in the subject line. **Applications are due by Wednesday, November 11, 2026.**
- In your cover letter, please share what draws you to PFY’s mission and your experience in fundraising, donor relations, event planning, and sales.
- We look forward to learning more about you and the gifts you would bring to the Partnership for Youth team.