

MAŇPIYA LÚTA

RED CLOUD

Major Gifts Officer

Department: Advancement

Supervisor: President

Status: Full-time

Full-Time Classification: Exempt

Vision:

MaŇpiya Lúta (formerly Red Cloud Indian School) fosters leaders in a vibrant LakŇota and Jesuit Catholic community.

Mission:

MaŇpiya Lúta embraces LakŇota and Jesuit Catholic values and teachings to grow as a community through education, spiritual formation, LakŇota language, art, and culture.

Background:

MaŇpiya Lúta traces its roots back over 135 years to Chief Red Cloud’s visionary efforts. Recognizing the irrevocable economic and cultural challenges facing the Oglala LakŇota people, Chief Red Cloud advocated for the establishment of “a school house – a large one” that would not only “teach us how to write and read, and instruct us how to do it” but also preserve and sustain LakŇota identity amidst a rapidly changing environment. After a decade-long lobbying effort in Washington, D.C., Chief Red Cloud succeeded, and in 1888, German Jesuits, partnering with Franciscan sisters also from Germany, built a school on the Pine Ridge Reservation.

Today, MaŇpiya Lúta is powered by LakŇota people and the Jesuits and is composed of (1) four schools serving roughly 450 students, (2) The Heritage Center—a cultural arts hub engaging with over 300 Native artists annually, and (3) a Catholic parish serving the spiritual needs of its families and offering outreach services to communities across the Reservation. Beyond its educational, spiritual, and cultural endeavors, MaŇpiya Lúta hosts transformative programs such as Truth and Healing, LakŇota Language Center, Food Sovereignty, Alumni and Graduate Support, and a Volunteer/AmeriCorps Program, all of which reflect a commitment to holistic community development rooted in the intersection of tradition and progress.

Position Overview:

The Major Gifts Officer (MGO) will play a critical role in the ongoing development of MaŇpiya Lúta’s fundraising efforts, focusing on building and nurturing long-term relationships with high net-worth individual donors. This person will manage a portfolio of donors typically giving in the range of \$10,000–\$1,000,000+ and will work collaboratively with other members of the

Advancement team to raise funds that support our mission. The MGO will be responsible for cultivating, soliciting, and stewarding gifts while maintaining a high level of cultural sensitivity, particularly within the Lakḥóta context.

Responsibilities:

- Demonstrate strong alignment with Maḥpíya Lúta’s unique mission and history and a deep understanding of the role that it plays in the Lakḥóta community;
- Serve as a passionate and informed advocate for Maḥpíya Lúta, able to communicate its message in a clear, heartfelt manner in one-on-one and large-group settings in order to ensure that the work and impact of the organization is known by those who help or potentially will help fund the mission;
- Work closely with senior leadership and other team members to design and execute strategies for meeting the organization’s fundraising goals that align with the its overall mission;
- Develop and maintain confidential relationships with existing donors and cultivate new prospects through research, networking, and collaboration with colleagues;
- Actively solicit major gifts—both solo and in collaboration with Advancement colleagues, thus ensuring that donors are stewarded through the lifecycle of their giving, from initial contact to long-term involvement;
- Organize and assist in the planning and execution of fundraising events that cultivate and inspire major gifts;
- Assist with the preparation and editing of materials—print and visual—used in soliciting gifts;
- Travel up to 50% of the time to visit and steward donors spread out across the nation, represent the institution at events and conferences, build relationships within the Jesuit schools network and as well as the broader philanthropic community, and participate in professional development opportunities;
- Utilize Raiser’s Edge to record all interactions with donors and prospects and conduct research using Donor Search and other online tools to help determine giving capacity and propensity;
- Perform other, miscellaneous job-related duties as assigned.

Qualifications:

- Has earned a Bachelor’s degree or higher;
- Appreciates Lakḥóta culture and history, Maḥpíya Lúta’s unique mission and the role it plays in the Lakḥóta community, and the Jesuit charism for education;
- Has experience—preferably at least 3 years—in successfully cultivating, soliciting, and stewarding major gifts for a non-profit organization, or has a strong track record of success in sales;
- Demonstrates a proven ability to work collaboratively with others as well as independently, manage time efficiently, and achieve or exceed performance metrics;

- Is open-minded, entrepreneurial, organized, creative, engaging, discreet, optimistic, and willing to learn from others;
- Possesses strong strategic, analytical, and project management skills with a proven ability to take primary responsibility for a diverse number of projects and to complete them in a timely manner with limited supervision;
- Displays excellent written and oral communication skills, including the ability to articulate the organization's basic mission clearly and to craft and deliver proposals for support persuasively;
- Is conversant with Microsoft Office and Google products
- Lives near a major airport, for ease of travel, or in southwest South Dakota, for proximity to the institution;
- Understands the benefits and risks of AI and is able to use it where appropriate;

Benefits:

Salary range of \$70,000-\$100,000+ that is commensurate with experience; comprehensive benefits package, which includes health insurance, retirement savings plan, and paid time off; and meaningful work that contributes to the success of an impactful organization.

To apply:

Send completed application and resume to:

Brenda Bad Heart Bull, VP of HR

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