



L'Arche USA Role Description

Director of Development

Portland, Oregon



At the heart of L'Arche are people of all abilities, who build relationships of mutual respect and friendship in which the value of each person is celebrated, and difference is welcomed. To learn more about L'Arche and its people, watch one of [these videos](#).

L'ARCHE: NOUN, FRENCH
1. A COMMUNITY FOR PEOPLE WITH
& WITHOUT DISABILITIES
2. THE ARK.

Headquartered in Portland, Oregon, L'Arche USA (www.larcheusa.org) is the umbrella organization for 17 L'Arche communities across the United States, and is itself a member of L'Arche International. L'Arche USA has a \$2.6 million budget and a growing team of 14 people who: support and liaise with the communities in the U.S., further the development of our 1000+ members of all abilities, and engage with the general public. Our programs are supported by a small administrative and a growing development team.

L'ARCHE IS FRENCH
French is the language of love.
L'Arche was founded in France
by Jean Vanier 50+ years ago.



IT RHYMES WITH 'MARSH'
Just a coincidence, don't
think about it too much.
Like this: /lärSH/

IT MEANS 'THE ARK'
Now the boat logo makes
sense!



In 2020, L'Arche USA's development activities will be shifted to the L'Arche USA Foundation, a Type 1 supporting organization to L'Arche USA. The Development Director will then move into the role of Executive Director of the L'Arche USA Foundation, accountable to the L'Arche USA Foundation Board of Directors and the L'Arche USA Executive Director.



A PLACE OF REFUGE
Like an ark, L'Arche is a place of
refuge for those who recognize
their vulnerability
(and really, that's all of us at
some point, right?)

More information about L'Arche and its structure is available upon request.

Role Summary: The Director of Development for L'Arche USA will advance fundraising efforts for L'Arche USA's operations and L'Arche International and will support fundraising capacity-building in local L'Arche communities.

The Director will lead L'Arche's fundraising in the U.S. by engaging current donors and prioritizing the development of new financial partners. L'Arche USA has identified an initial need of \$5.7M in funding over the next three years. It is the Director's responsibility to advance the effort to secure philanthropic funding at a level never seen before by L'Arche in the U.S.

This is a senior management position for an experienced leader. Managing a team of four development staff and working closely with our communications and program teams, the Director of Development is both a visionary and an executor. Setting and implementing an expansive vision for L'Arche's philanthropy in the United States will be the bread and butter of this role.

Candidate profile: The Director balances their capacity for vision with an ability to execute, and get things done. The future Director is passionate about L'Arche's mission and possibilities. Ideally, this person knows L'Arche and might be known by L'Arche. An effective communicator and storyteller, both in person and in writing, the ideal candidate has a significant experience in the design and management of fundraising operations as well as in direct relationship with major donors and prospects. Above all, this person has excellent listening and critical thinking skills - they can hear what's really

being said, and connect the dots between disparate things. With experience in leading teams and developing streamlined fundraising strategies, this Director has strong leadership skills rooted in collaborative processes.

Responsibilities: The Director of Development and future Director of the L'Arche USA Foundation is responsible for establishing the vision and steering the implementation of a development strategy, which includes major gifts, grants, direct mail, and online campaigns. This person will develop and steward strong relationships with individuals, major national foundations and vendors in order to close significant philanthropic investments to advance L'Arche's mission. This position will oversee prospect research, identification, qualification, strategy, and solicitation, in addition to grant writing and reporting and will coach on and hold a portfolio of prospect relationships from visit to ask.

Accountable to the L'Arche USA Foundation Board (when established) and the Executive Director of L'Arche USA, the Director will:

- Develop and implement the philanthropic strategy for L'Arche USA's fundraising efforts;
- Lead and coach a team of four, and collaborate closely with L'Arche USA's communications team;
- Build, qualify and manage a portfolio of L'Arche USA's major gift prospects;
- Be an active contributor to L'Arche USA's leadership team;
- Lead a collaborative fundraising pilot project that works with L'Arche community leaders and volunteer L'Arche champions to maximize relationships and major gifts for L'Arche USA & select L'Arche communities.
- Further develop a L'Arche champion/ambassador program that engages current volunteer L'Arche ambassadors and attracts new ones, to leverage their connections for major gift prospects to L'Arche.
- Work with L'Arche USA National Leader and Board to develop the L'Arche USA Foundation Board
- Liaise with other development directors within the Federation to coordinate global fundraising efforts.

This position is based in Portland, Oregon and requires frequent regional and national travel.

Send your full application (cover letter, resume and compensation requirement) to Tina Bovermann, L'Arche USA Executive Director, at tina@larcheusa.org. Applications will be reviewed until the position is filled.

L'Arche USA acknowledges and honours the fundamental value and dignity of all individuals. We pledge ourselves to creating and maintaining an environment that respects diverse traditions, identities, and experiences.

L'Arche is an equal opportunity employer and does not discriminate against a job applicant or an employee because of the person's race, color, religion, sex (including pregnancy, gender identity, and sexual orientation), national origin, age (40 or older), disability or genetic information. L'Arche does not discriminate against a person because the person complained about discrimination, filed a charge of discrimination, or participated in an employment discrimination investigation or lawsuit.