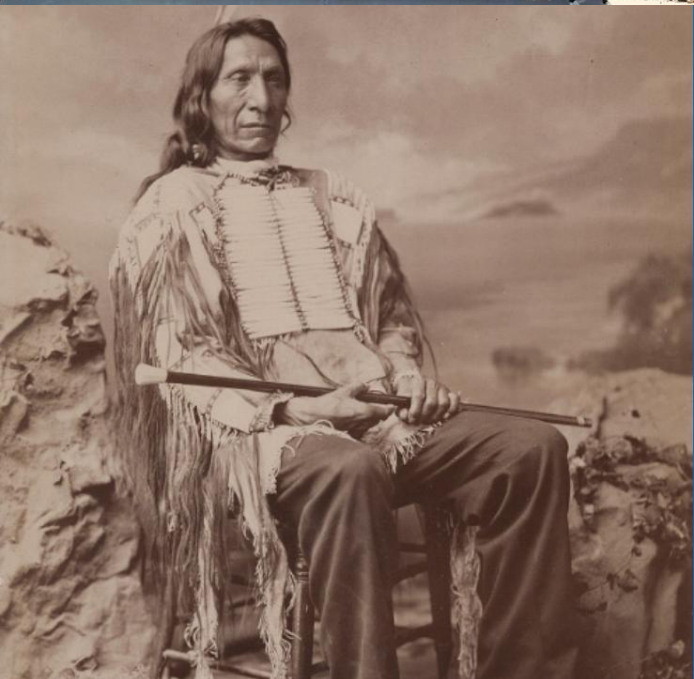


MAḤPÍYA LÚTA

RED CLOUD

Major Gifts Officer Position Overview



Our Mission

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



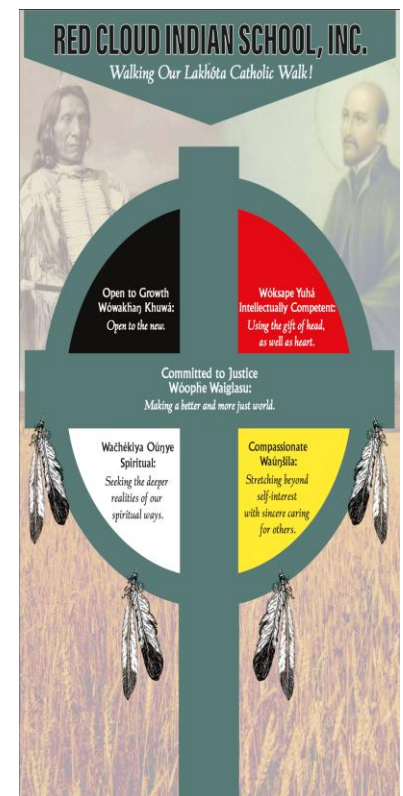
The Organization

Mahpiya Luta (MOCK-pee-ya LOO tah, formerly Red Cloud Indian School, Inc.) traces its roots back over 135 years to Chief Red Cloud’s visionary efforts. Recognizing the irrevocable economic and cultural challenges facing the Oglala Lakota 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 Lakota identity amidst a rapidly changing environment. After a decade-long lobbying effort, 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, Mahpiya Luta is powered by Lakota people and the Jesuits and encompasses four schools serving roughly 450 students, The Heritage Center—a cultural arts hub engaging with over 300 Native artists annually, and a Catholic parish serving the spiritual needs of its families and offering outreach services to communities across the Reservation. Beyond its educational, cultural, and spiritual endeavors, Mahpiya Luta hosts transformative programs such as Truth and Healing, Lakota Language Center, Food Sovereignty, and Alumni and Graduate Support, all of which reflect a commitment to holistic community development rooted in the intersection of tradition and progress.

Spiritual Groundings: Lakota & Catholic

From its earliest days, Mahpiya Luta sought to honor and respect two spiritual traditions—Lakota and Catholic Christianity—recognizing that both profess belief in an ultimate, higher power; both employ rich symbolism to express their beliefs and experiences; and both seek to follow a sacred way of life marked by compassion, honor, and generosity. Tragically, especially during the colonial era, this mutual appreciation of the other was fractured, and efforts are still underway to restore a balance in which each tradition has a profound appreciation of the other, and in doing so reverences a spark of the Divine in each.



VISION: Mahpiya Luta fosters leaders in a vibrant Lakota and Jesuit Catholic community.

MISSION: Mahpiya Luta embraces Lakŋota and Jesuit Catholic values and teachings to grow as a community through education, spiritual formation, Lakota language, art, and culture.

The 3 Main Components of Mapiya Luta

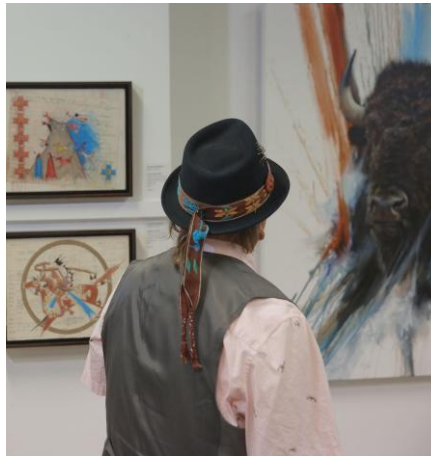
Mahpiya Luta Owayawa (Schools)



MISSION:

To promote a thriving community of learners grounded in Lakota and Catholic beliefs, values, and practices that cultivate our capacity to love and serve in a diverse and rapidly changing world.

The Heritage Center



MISSION:

The Heritage Center honors, celebrates, and strengthens a thriving Oglala Lakota culture through the arts.

Holy Rosary Catholic Parish



MISSION:

- Experience Jesus empowering us.
- Making disciples.
- Engaging our community.

Commitment to Justice - Wóophe Waiglasu

We are always about the making of a better and more just world. We always challenge ourselves to be fair and to be just. This characteristic invites us to build real and caring relationships with all people, no matter who they are or where they come from. Every person we meet or deal with is a relative, because we are all sons and daughters of the Creator.

The Opportunity

Mahpiya Luta is seeking a full-time **Major Gifts Officer (MGO)** to help drive its fundraising strategy by building and sustaining relationships with individual and institutional donors. The MGO will inspire individuals and institutions to support our mission through compelling storytelling, strategic partnerships, and deep relationship-building.

Reporting to the President, the MGO will manage a donor portfolio typically ranging from \$10,000 to \$1 million+ and collaborate closely with the Advancement team to secure major gifts. This role includes cultivating, soliciting, and stewarding donors with a high level of cultural sensitivity, especially in the Lakḥóta context.

This is a unique opportunity to shape the future of Mahpiya Luta and ensure that Lakḥóta and Jesuit values continue to drive lasting impact across the community.

Responsibilities:

- Demonstrate deep alignment with Mahpiya Luta's mission, history, and its role in the Lakota community.
- Serve as a passionate, informed ambassador for Mahpiya Luta in both individual and group settings.
- Ensure the organization's impact is visible to current and prospective supporters.
- Collaborate with leadership to design and implement fundraising strategies that support the mission.
- Cultivate and steward relationships with donors and prospects through research.

Responsibilities Continued:

- Actively solicit major gifts independently and with the President, Board, and colleagues.
- Oversee the full donor lifecycle, ensuring consistent and meaningful stewardship.
- Support and help execute events that inspire and cultivate major gifts.
- Contribute to the creation and refinement of donor-facing materials, including print and visual content.
- Travel up to 50% to engage donors, represent the organization at events, strengthen networks, and pursue professional development.
- Maintain accurate donor records and conduct prospect research using Raiser's Edge, Donor Search, and related tools.
- Perform additional duties as needed to support the organization's development efforts.





The Candidate

The ideal candidate is a dynamic relationship-builder who brings strategic vision, cultural humility, and a collaborative spirit to fundraising. Rooted in respect for Native American culture, Lakota values, and the Jesuit commitment to education and justice, they understand the power of story to inspire connection and support. They are a confident and compelling communicator—both written and spoken—able to engage authentically with diverse stakeholders and speak boldly and sensitively about financial support. Creative and driven, they know how to craft and execute a long-term major gifts strategy. Above all, they're a team player—ready to roll up their sleeves, contribute wherever needed, and help advance Mahpiya Luta's mission.

Specific qualifications include:

- Holds a Bachelor's degree or higher.
- Appreciates Native American—especially Lakota—culture and history, Mahpiya Luta's mission, and the Jesuit educational tradition.
- Has at least 3 years of experience in major gift fundraising for a nonprofit—or a strong track record in sales.
- Works well both independently and collaboratively; meets or exceeds goals with efficient time management.

- Brings a mindset that is open, entrepreneurial, organized, creative, engaging, discreet, and eager to learn.
- Demonstrates strong strategic thinking, analytical ability, and project management skills with minimal supervision.
- Communicates clearly and persuasively in writing and speaking, with the ability to convey the mission and craft compelling proposals.
- Proficient in Microsoft Office and Google Workspace.

Candidates who will stand out:

- Are open-minded and have an entrepreneurial spirit.
- Are organized, creative, engaging, discreet, and always eager to learn.
- Think strategically, analyzes effectively, and leads projects with minimal oversight.
- Tell a story with clarity and conviction—strong writer and speaker who can inspire support.
- Are adept at working with Raiser's Edge.
- Use AI wisely—aware of its potential and its limits.



To Apply:
Email Resume and Cover Letter to
Bickert@driwaterstonehc.com
Subject Title: Application, Major
Gifts Officer, Mahpiya Luta



Location: Remote

Preferred candidates will be located near a major airport or in southwest South Dakota for accessible travel and deeper connection.

General Salary Range: \$85,000 - \$120,000 commensurate with experience.

DRiWaterstone is managing the search on behalf of Mahpiya Luta. All first-round interviews for this position will take place via video conference with DRiWaterstone.

DRiWaterstone is a women founded executive search firm recognized by Forbes magazine as one of the leading executive recruiting firms in the U.S. with a focus on mission and purpose-driven organizations. DRiWaterstone provides executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.

Equal Opportunity Employer

Mahpiya Luta is proud to be an equal opportunity employer and encourages people of all backgrounds and identities to apply. All applicants will be considered without attention to race, color, religion, national origin, sex, age, marital status, personal appearance, sexual orientation, gender identity or expression, familial status, family responsibilities, political affiliation, genetic information, disability, or any other quality or circumstance protected by federal law.