

CROSSROAD INSTITUTE

Help us inspire young people to develop lifelong Orthodox faith & purpose.

CrossRoad Institute brings spiritual depth, intellectual seriousness, and a spirit of hospitality to everything we do. We care deeply about the lives of young people and Orthodox parishes—and we're building a team marked by faithfulness, creativity, rigor, and hope.

CrossRoad equips Orthodox young people to engage questions of purpose and faith with depth, clarity, and courage. Through immersive programs, thoughtful content, and formative community, we help young people discern lives of meaning in a noisy, distracted world. We also partner with parishes to support parents and lay leaders in this work.

To support continued growth, CrossRoad is seeking a relational and strategic Director of Development. This leader will be a compelling communicator and thoughtful listener who connects people to purpose, translating vision into sustainable support. The ideal candidate will be energized by building systems, cultivating donors, and aligning generosity with long-term impact.

This is a unique moment for CrossRoad Institute. With growing visibility, a strong national network, and a track record of transformative programming that has touched the lives of over 5,000 youth and young adults to date, the organization is poised to deepen and expand its base of philanthropic support in meaningful ways.

ORGANIZATIONAL + POSITION STRUCTURE

- Reports to the Executive Director
- Member of the Leadership Team
- Works with Staff, Board, and Development Committee
- Collaborates across program, communications, and advancement functions

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Lead strategy and execution of a sustainable fundraising and alumni program
- Support the Executive Director in major donor engagement
- Cultivate, solicit, and steward individual donors and prospects
- Grow a major gifts program, expanding mid-level and principal giving
- Develop long-term funding strategies, including endowment growth
- Partner with Board members to strengthen a culture of philanthropy
- Supervise fundraising systems, messaging, and donor experience
- Collaborate with Communications to strengthen alumni engagement and events
- Integrate development strategy with programs and communications to inspire ongoing giving and volunteerism

CrossRoad Institute is uniquely positioned as a 501c3 non-profit school. Its transformational experiences are developmentally continuous through a person's lifetime journey in the Orthodox faith, from a 10-day teen immersion program to a 3-year parish-based formational program for lay leaders.

WHAT WE'RE LOOKING FOR

- Love for CrossRoad Institute's mission and vision
- Deep familiarity with Orthodox Christian parish life in North America
- Demonstrated success in frontline fundraising, including major gifts cultivation and solicitation
- Track record of building relationships and guiding donors toward meaningful philanthropic investment
- Strong interpersonal, communication, and active listening skills
- Strategic thinker with strong organizational and execution skills
- Experience working collaboratively with leadership, Boards, and teams
- Ability to thrive in a growing, entrepreneurial environment
- A person who is seeking a long tenure with CRI

Compensation includes a competitive benefits package with health coverage and paid time off.

TO APPLY

Submit a resume and cover letter that expresses your interest and qualifications for the position to hr@crossroadinstitute.org.

Applications are reviewed on a rolling basis.

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