



Job Title: Chief Executive Officer, Ave Maria Home

Location: Memphis, TN

Salary: \$160k+

Job Description: The Chief Executive Officer of Ave Maria Home is primarily responsible for the overall management and oversight of this unique, non-profit, faith-based senior care organization that was founded in 1956. Key to this responsibility is building and strengthening relationships in the broader community and implementing a development plan that generates the donors and funds needed for sustainability and continuous improvement. The Chief Executive Officer will work collaboratively with the Board of Directors to ensure the smooth, efficient operation of the organization while maintaining our faith-based identity in an environment that is welcoming to all.

Key Responsibilities:

- Serves as the leader of the management team and works closely with the Board of Directors to fulfill the organizational mission, conduct effective strategic planning, and ensure the long-term viability of Ave Maria Home.
- Possesses an exceptional ability to form relationships with staff, residents, and their families, and to grow satisfaction and census.
- Provides hands-on leadership and strategic direction to the organization, ensuring alignment with our Catholic values and mission and appropriate fiscal discipline.
- Works with the CFO in overseeing the organization's financial health, cash flow, and financial statements and is responsible for a \$18M annual budget.
- Leads by example to drive the organization's culture and effectively manages change.
- Owns responsibility for developing and implementing effective fundraising strategies to secure financial support from donors, sponsors, and grant-making organizations.
- Oversees and coordinates all aspects of development, including capital campaigns, donor relations, and community outreach initiatives, while working to meet budgetary goals.
- Drives accountability and implements corrective action when needed to ensure a healthy work environment and the achievement of business objectives.
- Ensures operational integrity and that Ave Maria Home adheres to all federal, state, and local laws and regulations.



- Is a confident, informed decision-maker who follows regulatory compliance standards in times of emergency, while remaining calm and professional.
- Is familiar with, and dedicated to, meeting the goals and standards of Ave Maria Home.
- Possesses an inherent desire to help others and make a difference in the lives of the people they encounter every day.
- Represents the organization at community events, conferences, and meetings to promote our mission and build a positive public image.

Qualifications:

- Proven experience in a senior leadership role, preferably within a non-profit, healthcare, or senior living environment and possesses a good working knowledge of finance.
- Established relationships in the Memphis community and a strong background in fundraising and development, with a track record of successfully securing donations and building donor relationships.
- Excellent interpersonal and communication skills, with the ability to inspire and engage a diverse range of stakeholders.
- Demonstrated ability to build and maintain strong vendor relationships, negotiating favorable terms and ensuring high service standards.
- Commitment to the mission and values of the Catholic faith, with a servant's heart and dedication to serving others.
- Bachelor's degree in Business Administration, Nonprofit Management, Healthcare Administration, or a related field (Master's degree preferred).

To Apply:

<https://app.loxo.co/job/MTAyMDItZWQ0bDR4aTJjNG1uem1vcg==?t=1733869007440>