

# THE UNIVERSITY OF RHODE ISLAND FOUNDATION & ALUMNI ENGAGEMENT

## **Executive Director for Development, Corporate and Foundation Relations**

### **The University of Rhode Island Foundation & Alumni Engagement**

#### **Overview:**

The University of Rhode Island Foundation & Alumni Engagement seeks an energetic, strategic, ambitious and team-focused fundraising professional to serve as its next Executive Director for Development, Corporate and Foundation Relations. Our next leader will be joining the University of Rhode Island during an exciting time as it continues to rise in rankings, prominence, and enrollment. The Executive Director will be responsible for developing and executing enterprise-wide fundraising strategies and relationships with private foundations, corporations and other funding organizations, driving philanthropic support for the University of Rhode Island.

The ideal candidate brings a minimum of seven years of frontline fundraising experience with a track record of success in identifying and establishing partnerships with individuals, corporations, and foundations. The incoming Executive Director will be a self-starter, who thinks strategically and creatively in their efforts to build pipelines and relationships with cultural fluency, empathy, and high emotional intelligence. The candidate is a natural business builder with an approach that believes there are no dead ends but only new avenues to pursue; offers an authentic and collaborative approach that builds trust; and the professional maturity, respect, and intellectual curiosity to partner with the President, Provost, multiple Deans, faculty, and colleagues. They will lead a team and be able to handle complex organizational details while multitasking. This leader will report directly to the URIFAE CEO.

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#### **Responsibilities:**

- In partnership with the CEO and senior university leadership, it contributes to the design and execution of a strategic development plan that results in increased philanthropic support for the University of Rhode Island in the near term and for future support.
- Meet with current and prospective supporters with the capacity to make seven, eight and nine figure gifts, hold 70-75 unique meetings with prospects/donors annually; shepherd donors/prospects through every step of the donor solicitation cycle (identify-qualify-engage-solicit-steward).
- Supervise and lead the Corporate and Foundation relations fundraising team consisting of a Director of Development, Associate Director of Development, Grants Administrator and Grant Writer; providing guidance and support to ensure the professional growth and success.

- Collaborate with unit fundraising and the research and prospect management team, and university representatives to create opportunities to build awareness and expand fundraising across the institution.
- Design and implement a highly competitive proposal submission process, ensuring compliance with grantor/prospect guidelines and tracking deadlines and reporting requirements.
- Initiate opportunities for faculty, administrators, and deans to interact with corporate and foundation prospects. Interpret corporate and foundation interests to university constituencies and align university priorities with external opportunities.
- Maintain the centralized URIFAE databases, ensuring that prospect information, next steps, and organizational contacts are updated regularly.
- Collaborate with deans and senior management at URI to gain an in-depth understanding of university priorities and translate them into actionable engagement and fundraising strategies.
- Work with corporate and foundation partners to develop mutually beneficial initiatives that support URI's research, educational, and community impact goals.
- Other duties as assigned.

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#### **Qualifications:**

- **Communication Skills:** Exceptional ability to present information concisely and effectively, both verbally and in writing, including crafting successful grant proposals and solicitation letters.
- **Leadership and Initiative:** Demonstrated ability to supervise fundraisers, solve problems, act independently and collaboratively, handle multiple tasks, and prioritize effectively.
- **Fundraising Expertise:** Demonstrated success in cultivating and soliciting six and seven level gifts, preferably in higher education, with experience securing major gifts from national foundations.
- **Knowledge Base:** Familiarity with local, regional, and national funding sources, as well as expertise in corporate engagement and relationship management.
- **Interpersonal Skills:** Good judgment, maturity, personal integrity, and strong interpersonal skills, with attention to detail.

**Education/Experience:**

- A bachelor's degree is required; a master's degree is preferred.
  - A minimum of seven years of experience in corporate and/or foundation fundraising is required, preferably in higher education, including successful solicitation of major gifts from national foundations.
  - Demonstrated experience in developing and managing corporate engagement initiatives is highly desirable.
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**Workplace Arrangements**

This position requires clarity of focus while juggling complex projects or deadlines with little physical effort. Will work evenings, weekends, or odd hours to meet resource-raising commitments. This position requires some early mornings and late evenings to accommodate meetings, travel, events, and external constituents' schedules.

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**Targeted Salary Range: \$140,000-\$160,000 – dependent on experience**

**To Apply:** Send your cover letter, resume, and salary requirements to: [URIFAE-hr@etal.uri.edu](mailto:URIFAE-hr@etal.uri.edu)

**Join the Team!**

We offer competitive benefits, including medical, dental, and vision coverage, generous paid time off, and unparalleled retirement savings programs.

We are an equal opportunity employer and provide equal employment and advancement opportunities to all individuals, making decisions based on merit, qualifications, and abilities. We do not discriminate based on race, color, religion, sex, pregnancy, national origin, age, veteran status, physical or mental disability, sexual orientation, gender identity or expression, genetic characteristics, or any other characteristic protected by law.