

Director of Development, College of Pharmacy

University of Rhode Island Foundation

Overview:

The University of Rhode Island Foundation (URIF) seeks a strategic, experienced, and relationship-driven fundraising leader to serve as Director of Development, College of Pharmacy. This position is responsible for driving philanthropic growth for the College of Pharmacy during a period of unprecedented institutional momentum.

Reporting to the Vice President for Development, the Director will collaborate closely with the Dean of Pharmacy, faculty, and internal partners to advance a wide range of college priorities, including student support, faculty excellence, research innovation, facility enhancements, and programmatic growth.

The Director will serve as a visible and trusted partner within the College and a key contributor to the overall success of the URIF development team. The successful candidate will bring strong development experience, a strategic mindset, an ability to align donor interests with academic vision, and a deep commitment to relationship building and cross-campus collaboration. This is a unique opportunity to lead development efforts for one of URI's flagship academic units and shape its impact for generations to come.

Responsibilities:

- Serve as the lead development officer for the College of Pharmacy, building a sustainable, donor-centric fundraising program that advances campaign and college priorities.
- Partner with the Dean to identify strategic fundraising opportunities, establish annual and long-term development goals, and strengthen a culture of philanthropy among alumni, faculty, students, and partners.
- Design and implement comprehensive fundraising strategies across key focus areas, such as scholarships, endowed faculty positions, research programs, capital needs, and innovation initiatives.
- Manage a portfolio of high-capacity prospects and donors (\$100,000+), guiding them through the donor cycle and securing philanthropic commitments.
- Engage internal and external stakeholders, including alumni, parents, and corporate or foundation partners, through personalized engagement and targeted campaigns.
- Collaborate with colleagues across URIF—including donor relations, prospect research, annual giving, communications, and events—to deliver coordinated and high-impact development efforts.
- Represent the College of Pharmacy at key internal and external events, both on and off campus, and serve as a public ambassador for its mission and accomplishments.
- Coordinate and support donor engagement for the Dean, including preparing briefings, managing visit logistics, and facilitating post-meeting follow-up and stewardship.
- Maintain detailed and accurate records of donor interactions and strategies in the URIF prospect management system.
- Meet or exceed core performance metrics, including:
 - Face-to-face and virtual visits

- Meaningful contacts
- New gift commitments and proposals submitted
- Growth in engagement and cumulative giving
- Identification of new major prospects
- Contribute to the strategic direction and ongoing success of URIF.

Qualifications:

Required:

- Bachelor's degree
- A minimum of four (4) to seven (7) years of progressive experience in development, with demonstrated success securing major gifts
- Strong track record of managing donor pipelines and closing six- and seven-figure gifts
- Exceptional communication and interpersonal skills
- Demonstrated ability to partner effectively with academic leadership, faculty, and external constituents
- Strong organizational skills with a high level of professionalism and discretion
- Self-motivated and goal-oriented with a collaborative mindset

Preferred:

- Fundraising experience in higher education, medical and health fields, or research-intensive institutions
- Familiarity with corporate or foundation partnerships, particularly in pharmacy, health, or biotech sectors
- Proficiency with CRM and donor database systems
- Comfort in fast-paced, evolving environments

Workplace Arrangements:

This position requires focus and flexibility while managing complex projects and donor relationships. The successful candidate should be available to work occasional early mornings, evenings, or weekends to support events, meetings, and travel. We are pleased to offer a hybrid schedule for this position.

Hiring Salary Range: \$100,000 to \$120,000 based on experience

To Apply: Send your cover letter, resume, and salary requirements to: 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.