

Senior Director of Gift Planning University of Rhode Island Foundation

Overview:

The URI Foundation (URIF) is seeking an innovative and experienced development professional to serve as the Senior Director of Gift Planning. The Senior Director will lead and manage a strategic and integrated gift planning unit that reflects industry best practices and maximizes charitable contributions.

This is an exciting opportunity for a talented and collaborative professional to contribute to the growth, evolution and maturation of URI's development organization, and to optimize the philanthropic potential of the University's alumni, parents and friends. This key position reports directly to the Vice President for Development.

Gift Planning Responsibilities:

- Collaborate with the Vice President for Development in setting the overall strategic direction for the gift planning operation within the context of URI's overall development program that will strengthen current planned giving fundraising and contribute to the broader agenda for the University's fundraising efforts. Increase the role of planned giving in supporting the University's long-term goals and aspirations.
- Collaborate with marketing and communications to create a comprehensive program that increases the visibility of gift planning, attracts new prospects, and stewards' current legacy society members.
- Provide oversight of deferred gift investments, documentation of bequest intentions and other deferred gifts, and gift processing and reporting, through consistent interaction with finance team and advancement services.
- Stay informed on industry trends, regulatory changes, and best practices in gift planning to ensure the program remains innovative, compliant and aligned with donor needs and institutional goals.
- Provide leadership in training and mentoring front line fund raisers in planned giving techniques and strategies, putting in place a systematic program that ties into overall training initiatives for staff, volunteers and university leaders.
- Personally manage a select portfolio of planned giving prospects. Partner with development colleagues, faculty members, university leadership, and URIF Board members in the cultivation and solicitation of individual donors.

Management Responsibilities:

- Lead and mentor the Gift Planning team that includes two professionals to build a high-performing and integrated fundraising unit.

Qualifications:

- A bachelor's degree is required with seven years or more educational fundraising experience including supervisory/managerial experience.
- Successful leadership style characterized by an exceptional commitment to collaboration, creativity, and motivation.
- Demonstrated competence in planned giving, estate planning or trusts and estate.
- A demonstrated ability to formulate and execute effective planned giving strategies, a track record of growing contributions through planned giving vehicles, and proven skills as a strategist with the ability to both develop and implement a division's strategic direction.
- Possess extensive knowledge of planned giving vehicles and current applicable laws and regulations related to charitable planned giving.
- Demonstrated professionalism that wins the trust and respect of prospective donors and volunteers, development colleagues and university leadership.
- Excellent verbal and written communication skills, as well as the ability to present information concisely and effectively.
- The ability to prioritize, take initiative, solve problems, act independently and coordinate with team members, and handle multiple tasks simultaneously.
- Exceptional judgment, personal integrity, strong interpersonal and organizational skills, accuracy and attention to detail required.
- Strong computer and analytical skills needed.

Preferred:

- A J.D. or other advanced degree in an appropriate area of specialization and knowledge of laws affecting charitable giving is strongly preferred.
- Experience in higher education and comprehensive campaigns is preferred.

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.

Salary Hiring Range: \$120,000 to \$140,000 based on experience

To Apply: Send your cover letter, resume, and salary requirements to URIFAE-hr@etal.uri.edu

Join the team!

Join our growing team of advancement and engagement professionals. We offer competitive benefits, including medical, dental and vision, generous paid time off, and 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.