

THE UNIVERSITY OF RHODE ISLAND **FOUNDATION**

DIRECTOR OF DEVELOPMENT, COLLEGE OF BUSINESS THE UNIVERSITY OF RHODE ISLAND FOUNDATION

The URI Foundation is seeking an innovative and experienced development professional to serve as the Director of Development for the College of Business. Reporting to the Senior Director of Development, the Director will contribute to a strategic, comprehensive, and proactive major gift program that reflects industry best practices and maximizes charitable contributions via comprehensive gifts. This position requires an entrepreneurial and a creative approach to philanthropy to capitalize on opportunities across the University.

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 in an ambitious comprehensive campaign. The ideal candidate is self-motivated, driven, highly organized, and entrepreneurial. A proven track record in securing major gifts at the \$100,000+ level and navigating a complex University environment is highly preferred.

OVERVIEW:

The Director of Development plans and executes fundraising initiatives for the College of Business. The Director cultivates and manages a portfolio of 125+ donors and prospective donors with the inclination and capacity to make significant major gifts to URI. While this position is primarily focused externally on the prospecting, cultivation, and solicitation of gifts from high-end donors, the Director will internally coordinate efficient and effective interaction between faculty, staff and URI Foundation (URIF) colleagues centered on activities of the Strategic Development plan for the College of Business. Reporting to the Senior Director of Development for the College of Business, the Director will build and strengthen relationships with College of Business alumni, Dean's Advisory Council Members, as well as non-alumni parent prospects. The Director will be a collaborative partner and team player, who at the direction of the Senior Director will work with various University and URI Foundation partners to raise awareness and support for the fundraising priorities of the College of Business during The Campaign for URI. The Director will have close partnership with the Coordinator of Communications, Marketing and Events for the College of Business, helping with the planning and execution of fundraising initiatives for the College of Business and effective engagement of the various Advisory Councils of the College.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Develop and implement comprehensive cultivation, solicitation, and stewardship strategies for individual prospects assigned. Work both independently and in concert with senior officers, other colleagues, and volunteers to implement strategies including direct solicitation of gifts.
- Promote maximum involvement with and giving to the College of Business, including annual, major, and planned gifts, from a portfolio of 125+ identified prospects.

- Develop solicitation and closure strategies of major gifts aligned with the College of Business and University fundraising priorities and campaigns, measured against the attainment of personal metrics associated with the position.
- Devise individualized involvement/engagement strategies for all prospects using a “top-down” approach to ensure that highest rated prospects receive the most attention.
- Partner with the URI Foundation Gift Planning Office to devise an overall strategy for cultivating, soliciting and stewardship of planned gift donors.
- Work closely with the Senior Director of Development for the College to clearly identify and communicate philanthropic priorities for the College of Business.
- Review and analyze the currently identified prospect pool to assess accuracy of research, and amend and expand as appropriate.
- Advise the Senior Director of Development on prospect management issues, challenges, and opportunities that affect the division’s effectiveness.
- Schedule appointments and oversee the preparation of necessary materials, including funding proposals, briefings for senior officers and board members when necessary, and scheduled stewardship reports, for all assigned prospects. Identify prospects to participate in specific events, committees, or other programs that promote the cultivation process.
- Partner with Donor Relations Office to ensure stewardship is provided to donors on existing endowment and current-use funds.
- Respond quickly and effectively to strategic opportunities for increased prospect engagement.
- Participate in signature events at the University that provide opportunities for strategic engagement with prospects and donors, including but not limited to Homecoming Weekend, Distinguished Achievement Awards, Leadership Summit, Big Chill Weekend, and athletic events.
- Collaborate closely with the Coordinator of Communications, Marketing and Events for the College of Business to ensure communications are well coordinated and effective teamwork is executed between the URIF and College of Business faculty, staff and University partners in support of the fundraising initiatives of the Strategic Development Plan for the College.
- Coordinate effective meetings and activities for the College’s various leadership Advisory Councils, promoting positive engagement opportunities and meaningful interaction between alumni, parents, faculty, and students.

QUALIFICATIONS:

The ability to demonstrate leadership, take initiative, problem-solve, act independently and as a member of a team, successfully collaborate, handle multiple tasks simultaneously, and prioritize. Also should demonstrate strategic thinking, good judgment, maturity, personal integrity, strong interpersonal skills, accuracy, and attention to detail. Excellent communication skills required, with the ability to present information concisely and effectively, both verbally and in writing.

Travel, as well as evening/weekend work, is required. Thorough knowledge of Microsoft Office including Excel, email products, and web browsers required.

EDUCATION/EXPERIENCE:

A bachelor's degree is required. A minimum of three to five years of development experience, preferably in higher education, is desired; however, applicants with the relevant interpersonal relationship management, organizational leadership, business development and sales experience, and a proven track record of success will be considered. The successful candidate will demonstrate measurable success in closing major gifts (\$100K or more) from alumni, friends, or organizations, and/or success in generating annual fund leadership gifts.

APPLICATIONS:

Forward letter of interest, resume, salary requirements, and references to:

URI Foundation

Attn: Gerri Beagle, HR Manager

79 Upper College Road

Kingston, RI 02881

gbeagle@uri.edu