

Director of Development, Health Initiatives

University of Rhode Island Foundation & Alumni Engagement

The URI Foundation & Alumni Engagement (URIFAE) is seeking a creative, experienced development professional to serve as a director of development for health initiatives. This individual will raise philanthropic resources for students, faculty, research, and healthcare innovation that expand awareness of URI's positive impact on human health and wellness within the state, region, and beyond. The health initiative team supports the Colleges of Health Sciences, Nursing, Pharmacy, the Environment & Life Sciences, and the George & Anne Ryan Institute for Neuroscience.

Reporting to and working with the assistant vice president for development (AVP), the director will contribute to strategic, comprehensive, and proactive college-based advancement programs that reflect industry best practices and maximize charitable contributions via comprehensive gifts. This position requires an entrepreneurial approach to philanthropy to capitalize on opportunities across the University.

This is an exciting opportunity for a talented and collaborative professional to coordinate efficient and effective interactions among faculty, staff, and URIFAE colleagues to elevate sustained current-use support for the colleges. This individual will contribute to the growth and maturation of URI's development organization, and optimize the philanthropic potential of the University's alumni, parents, and friends.

The ideal candidate is passionate about public health, self-motivated, driven, highly organized, technologically savvy, and entrepreneurial. They have experience in annual giving, have secured major gifts of \$50,000+, and are skilled at navigating a complex university or medical center environment.

Essential Duties and Responsibilities:

Individually and in concert with the assistant vice president for development:

- Identifies, cultivates, and manages a portfolio of more than 125 donors and prospective donors associated with the assigned colleges who have the inclination and capacity to make \$50,000+ gifts through annual, major, and planned gifts.
- Works independently and in concert with senior officers, colleagues, and volunteers to develop and implement comprehensive strategies for the direct solicitation of gifts aligned with the colleges and University's fundraising priorities.
- Working in concert with senior officers and colleagues, develops and implements comprehensive strategies for the stewardship of donors.
- Devises individualized involvement/engagement strategies for all prospects using a "top-down" approach to ensure that the highest-rated prospects receive the most attention.
- Partners with the URIFAE RhodyNow (annual fund) team to enhance a college-centric strategy for cultivating, soliciting, and stewardship of leadership RhodyNow donors.

- Works closely with the assistant vice president for development to help identify and communicate philanthropic priorities for designated colleges and establishes personal metrics associated with those priorities.
- Reviews and analyzes the current prospect pool to assess the accuracy of research and amend and expand as appropriate.
- Advises the AVP on prospect management issues, challenges, and opportunities that effect the division's effectiveness.
- Schedules appointments and oversees the preparation of necessary materials, including funding proposals and stewardship reports for all assigned prospects, as well as briefings for senior officers and board members when necessary.
- Identifies prospects to participate in specific events, committees, or other programs to promote the cultivation process. Responds quickly and effectively to strategic opportunities for increased prospect engagement.
- Partners with the donor relations office to ensure stewardship is provided to donors on existing endowment and current-use funds.
- Supports planning and participates in signature events that provide opportunities for strategic engagement with prospects and donors including, but not limited to, URI's Alumni & Family Weekend, Commencement, milestone Reunions, 10-Under-10 Awards, and athletic events.
- Collaborates closely with the assigned colleges, URIFAE communications, and URIFAE colleagues to ensure communications and events are well coordinated and strategically relevant to fundraising initiatives.
- Helps coordinate and present at meetings and activities for the colleges' leadership Advisory Councils, promoting positive engagement opportunities and meaningful interaction between alumni, parents, faculty, and students.

Qualifications:

- The candidate will have a passion for improving the health and wellness of society through higher education, research, and clinical service.
- S/he has demonstrated leadership and an ability to take initiative, problem-solve, act independently and within a team.
- Prioritizes and handles multiple tasks efficiently and effectively.
- Must be a highly collaborative team player.
- Must demonstrate strategic thinking, good judgment, maturity, personal integrity, strong interpersonal skills, accuracy, and attention to detail.
- Excellent verbal and written communication skills required, with the ability to present complex information concisely and effectively.
- Experience in corporate and foundation fundraising is helpful.
- Frequent travel and occasional evening/weekend work is required.
- Proven skills with Microsoft Office applications including Word, Excel, and PowerPoint and other applications. Familiarity with fundraising programs and databases is beneficial. Must be willing to learn new technologies.

Education/Experience:

- A bachelor's degree is required.
- A minimum of three to five years of development experience, preferably in higher education and/or healthcare is desired; however, applicants with relevant

interpersonal relationship management, organizational leadership, and/or business development and sales experience will be considered.

- The successful candidate will demonstrate a proven track record of success, particularly in the area of closing major gifts (\$50k or more) from alumni, friends, or organizations, and/or success in generating annual fund leadership gifts.

If you don't fit all these qualifications, education, or experience, but believe you're still a great fit, feel free to apply and tell us why in your cover letter.

Salary range: \$85,000 to \$100,000 depending on experience.

Join the URIFAE 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. One benefit that URIFAE does not participate in is the University of Rhode Island tuition waiver program.

We are pleased to offer a hybrid schedule for this position, three days in the office, and two days working remotely. One of the remote days will be either a Monday or Friday.

URIFAE provides equal employment and advancement opportunities to all individuals, and all employment decisions are based on merit, qualifications, and abilities. URIFAE does not discriminate in employment opportunities or practices based on race, color, religion, sex, national origin, age, disability, or any other characteristic protected by law.

Applications:

Email cover letter, resume, and salary requirements to URIFAE-hr@etal.uri.edu.