

THE UNIVERSITY OF RHODE ISLAND

FOUNDATION & ALUMNI ENGAGEMENT

Senior Director of Gift Planning

University of Rhode Island Foundation and Alumni Engagement

Overview:

The URI Foundation and Alumni Engagement (URIFAE) 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 employs 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 to strengthen current planned giving fundraising and contribute to the broader agenda for the University's current and future fundraising efforts. Increase the role of planned giving in supporting the University's long-term goals and aspirations.
- Elevate the visibility of planned giving opportunities through strategic, personalized communication with the University's board members, advisory councils, alumni, and friends. Collaborate with marketing and communications to develop a comprehensive marketing program to promote gift planning and identify interested prospects while stewarding 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 objectives and institutional goals.
- Provide training and mentoring for front-line fund raisers on planned giving techniques and strategies, putting in place a systematic program that aligns with overall training initiatives for staff, volunteers, and University leaders.
- Personally manage a select portfolio of planned giving prospects. Partner with URIFAE development officers, URI faculty members, University officers, URIFAE board members to cultivate and solicit individual donors.

Management Responsibilities:

- Lead and mentor the two professionals in the gift planning team to build a high-performing and integrated fundraising unit.

Qualifications:

- Successful leadership style characterized by an exceptional commitment to collaboration, creativity, and motivation.
- Demonstrates professionalism that wins the trust and respect of prospective and current donors and volunteers, development colleagues, and University administrators.
- Excellent verbal and written communication skills, as well as the ability to present information concisely and effectively.
- The ability to handle multiple tasks simultaneously, prioritize, take initiative, problem solve, act independently, and coordinate with team members.
- Exceptional judgment, personal integrity, strong interpersonal and organizational skills, accuracy, and attention to detail required.
- Strong computer and analytical skills needed.

Education/Experience:

- A bachelor's degree is required with seven years or more educational fundraising experience including supervisory/managerial experience.
- 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. Demonstrated competence in planned giving, estate planning or trusts and estates. Proven skills as a strategist with the ability to formulate and execute effective planned giving policies and tactics, and a track record of growing contributions through planned giving vehicles,.Proven ability to solicit, manage, and steward a large personal portfolio.
- Willingness and ability to travel to locations on and off campus and . work evenings and weekends as required.
- The highest degree of professionalism and discretion in dealing with donors and potentially sensitive matters of confidentiality is required.

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 Hiring Range: \$100,000 to \$125,000 based on experience

Join the URIFAE team!

Send your cover letter, resume, and salary requirements to URIFAE-hr@etal.uri.ed

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 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.