

Executive Director, Corporate and Foundation Relations & BEC

The University of Rhode Island Foundation & Alumni Engagement

Overview:

The Executive Director of Corporate and Foundation Relations & BEC (Business Engagement Center) is responsible for the identification, cultivation, solicitation, and stewardship of foundations, corporations, and government agencies that currently support or have the potential to support the University of Rhode Island (URI). This position develops strategy with the URI Foundation & Alumni Engagement (URIFAE) CEO and Development to enhance the University's relationships and visibility with private foundations, corporations, and other business entities. The Executive Director manages a team, and will report directly to the URIFAE CEO.

The role also includes working closely with University leadership to establish and oversee the Business Engagement Center (BEC), ensuring a holistic and innovative approach to corporate engagement.

Responsibilities:

- Design, implement, and manage a comprehensive, proactive development plan focused on expanding and enhancing corporate, foundation, and government relationships.
- Identify key business leadership and foster high-level corporate alliances. Develop strategies to evaluate, cultivate, and solicit significant philanthropic commitments to support URI's mission.
- Collaborate with Alumni Engagement staff, Development and Prospect Research team, and University representatives to create opportunities to build awareness and expand fundraising relationships with corporate, foundation, and government constituencies.
- Maintain the centralized URIFAE databases, ensuring that prospect information, next steps, and organizational contacts are updated regularly.
- Initiate opportunities for faculty, administrators, and deans to interact with corporate and foundation prospects. Interpret corporate and foundation interests to University constituencies and align University priorities with external opportunities.
- Manage and implement a highly competitive proposal submission process, ensuring compliance with grantor/prospect guidelines and tracking deadlines and reporting requirements.
- Collaborate with deans and senior management at URI to gain an in-depth understanding of University priorities and translate them into actionable engagement and fundraising strategies.

- Partner with University leadership and the URIFAE CEO to establish and manage the Business Engagement Center, a central hub for fostering relationships between the University and the business community.
 - Work with corporate and foundation partners to develop mutually beneficial initiatives that support URI's research, educational, and community impact goals.
-

Qualifications:

- **Communication Skills:** Exceptional ability to present information concisely and effectively, both verbally and in writing, including crafting successful grant proposals and solicitation letters.
- **Leadership and Initiative:** Demonstrated ability to lead, solve problems, act independently and collaboratively, handle multiple tasks, and prioritize effectively.
- **Fundraising Expertise:** Proven success in cultivating and soliciting significant gifts, preferably in higher education, with experience securing major gifts from national foundations.
- **Knowledge Base:** Familiarity with local, regional, and national funding sources, as well as expertise in corporate engagement and relationship management.
- **Technical Proficiency:** Proficiency in Microsoft Office, email products, and web browsers. Experience with donor databases or CRMs is a plus.
- **Interpersonal Skills:** Good judgment, maturity, personal integrity, and strong interpersonal skills, with attention to detail.

Education/Experience:

- A bachelor's degree is required; a master's degree is preferred.
 - A minimum of seven years of experience in corporate and/or foundation fundraising is required, preferably in higher education, including successful solicitation of major gifts from national foundations.
 - Demonstrated experience in developing and managing corporate engagement initiatives is highly desirable.
-

Additional Details:

- The position requires some travel, as well as evening and weekend work.
 - Candidates who may not meet all qualifications but believe they are a strong fit are encouraged to apply and explain their suitability in their cover letter.
-

Hiring Salary Range: \$130,000 to \$150,000 based on experience

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

Join the URIFAE Team!

We offer competitive benefits, including medical, dental, and vision coverage, generous paid time off, and unparalleled retirement savings programs. Note that the University of Rhode Island Foundation & Alumni Engagement does not participate in the URI tuition waiver program.

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.