



Senior Director of Foundation Relations
Roger Williams University
Bristol, RI
www.rwu.edu

Roger Williams University (RWU), a forward-thinking “private university with a public purpose,” seeks a Senior Director of Foundation Relations to join its Institutional Advancement executive team. This is an outstanding opportunity for an experienced relationship manager, strategist and entrepreneurial fundraiser to strengthen and expand the University’s foundation giving program as it prepares for a first-ever comprehensive campaign; and to maximize foundation grant opportunities in support of critical initiatives, including access to an affordable college education and workforce preparedness.

Since 1956, RWU has devoted itself to strengthening society through engaged teaching and learning, and to unlocking the potential of students as lifelong learners, professionals and global citizens. Located in the coastal community of Bristol, Rhode Island and with a thriving University College in Providence, RWU offers eight schools of study, including the state’s only law school, 50 majors and 70+ minors. Some 6,500 graduate and undergraduate students benefit annually from an innovative education that provides a personalized, community-centric experience characterized by small classes, direct access to faculty, and boundless opportunities for real-world projects.

Position Summary: Reporting to the Vice President of Institutional Advancement as a thought partner in advancing RWU’s interests, the Senior Director will develop a robust and data-informed engagement strategy for the Foundation Relations program with annual growth goals and success metrics in support of the fundraising team’s ambitious and multi-year goals. While maintaining strong ties with existing funders, the Senior Director works closely with the VP, President, Provost, campus deans and key faculty to identify and develop opportunities for foundation support, raise visibility for priority areas, identify funding sources and proactively seek opportunities for proposal development; and with the Office of Research and Sponsored programs to strategically align government and foundation opportunities. Guiding the Assistant Director of Foundation Relations and outside grant writers involved in pipeline building, the Senior Director ensures active portfolio management, cultivating, soliciting and stewarding foundation funders for maximum engagement and philanthropic investment.

Desired Qualifications: The ideal candidate is an accomplished relationship manager with progressively increasing achievement in securing foundation support; an engaging, entrepreneurial and highly motivated leader with superb communications, negotiating and organizational skills, high integrity and professional judgement; a person of enthusiasm and initiative who works effectively with diverse constituencies.

Requirements: Bachelor’s degree in related discipline; 8+ years’ progressively responsible, relevant experience obtaining commitments/gifts/grants from foundations and institutional funders; planning and project management experience; superb interpersonal skills/customer-service orientation; and proven experience working with a variety of internal and external stakeholders in academic, philanthropic or corporate settings.

RWU is an affirmative action/equal opportunity employer and committed to a diverse workforce. All applicants will receive consideration for employment without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, veteran status, or any other basis protected by applicable state and federal law.

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