

Employment Opportunity

DIRECTOR OF GIFT PLANNING

THE UNIVERSITY OF RHODE ISLAND FOUNDATION

The University of Rhode Island Foundation seeks a results-oriented individual with documented successful gift planning experience to join its development team as the Director of Gift Planning. The Director of Gift Planning will manage a portfolio of planned giving prospects and take a leadership role in developing and implementing long-and short-term strategies to cultivate strong relationships and secure philanthropic gifts.

PRINCIPAL DUTIES AND RESPONSIBILITIES:

- Identify, cultivate, educate, solicit, and steward gift planning prospects, as appropriate, in collaboration with other fundraising staff.
- Prepare and present detailed gift planning proposals to prospective donors and/or their advisors. Also collaborate and strategize with fundraising staff to maximize the inclusion of planned giving options in proposals being developed for key prospects.
- Maintain expertise in tax, investment and legal aspects of charitable giving, and articulate this information effectively to donors and their advisors, fundraising staff and volunteers. Work with donors, their advisors and staff in drafting of gift agreements as needed.
- Assist with and present at on-and off-campus educational sessions for the benefit of alumni, parents, friends, volunteers and staff.
- Visit prospects individually and/or in conjunction with other fundraising staff.

REPORTING RELATIONSHIPS:

This position is physically housed in the URI Foundation building and reports directly to the URIF President.

KNOWLEDGE, SKILLS, AND ABILITIES:

- Five or more years' experience in gift planning or a combination of five to ten years in gift planning, estate law, finance or trust services.
- Experience building programs and working with boards, committees and volunteer groups.
- Ability to demonstrate creativity, integrity and initiative.
- Technical knowledge of gift, estate and financial planning, as well as various planning options including outright gifts, securities, insurance, real estate, gifts in kind, etc., preferred. Knowledge of PG Calc software helpful.
- Superior writing and presentation skills and the ability to serve as an enthusiastic and persuasive advocate for URI and URIF priorities
- Bachelor's degree required; advanced degree desired.
- This position requires occasional evening and weekend work and travel outside the state as necessary.
- Salary will be commensurate with experience for the professional who is motivated and highly skilled.

Located in beautiful coastal Rhode Island with easy access to Boston and New York City, URI is the state's land, sea and urban grant research University, with more than 80 majors in seven degree-granting colleges.

Send letter of interest, names of three references, and resume to Search Committee/URI Foundation, Office of Human Resources, 79 Upper College Road, Kingston, RI. 02881, or to gbeagle@foundation.uri.edu. We urge that materials be received by March 15, 2012 but will continue to review applications until the position is filled.