

ASPEN • LEADERSHIP • GROUP

SENIOR DIRECTOR OF FOUNDATION RELATIONS

ROCHESTER INSTITUTE OF TECHNOLOGY

Rochester, New York

<http://rit.edu>



The Aspen Leadership Group is proud to partner with Rochester Institute of Technology (RIT) in the search for a Senior Director of Foundation Relations.

The Senior Director of Foundation Relations coordinates all university foundation contacts, managing and creating long-term strategies and relationships with major national and regional foundations to assure a steady stream of new and continuing support. This includes cultivation, visits, requests, stewardship, and reporting. The Senior Director works closely with college-based development officers and other university partners and colleagues to identify foundation prospects in support of college and university needs. The Senior Director oversees all foundation activity, including proposals, pledges, payments, reports, and visits. The successful candidate will serve as the primary liaison between Development and Sponsored Research and will be responsible for writing select foundation proposals, for assisting faculty and staff in the preparation of proposals, and for working with faculty and staff to assure timely submission of proposals to foundations.

The Senior Director works collaboratively with the President, the Vice President for Development and Alumni Relations, and Executive Director of Corporate and Foundation Relations on foundations with the greatest potential for overall impact on the university. The Senior Director supervises the Director of Foundation Relations to ensure successful fundraising strategies and solicitations.

Through a unique blend of curricular, experiential, and research programs delivered within a student-centric culture, Rochester Institute of Technology prepares its students for successful careers in a global society. Founded in 1829, Rochester Institute of Technology is a privately endowed, coeducational university with nine colleges emphasizing career education and experiential learning. The campus occupies 1,300 acres in suburban Rochester, the third-largest city in New York State. RIT also has international locations in China, Croatia, Dubai, and Kosovo. The RIT student body consists of approximately 15,400 undergraduate and 3,250 graduate students. Enrolled students represent all 50 states and more than 100 countries. Nearly 3,300 students from diverse racial and ethnic backgrounds are enrolled on the main campus along with more than 2,700 international students. An additional 1,930 students are enrolled at RIT's international locations. RIT alumni number nearly 125,000 worldwide. RIT is an internationally recognized leader in preparing deaf and hard-of-hearing students for successful careers in professional and technical fields. The university provides unparalleled access and support services for the more than 1,100 deaf and hard-of-hearing students who live, study, and work with hearing students on the RIT campus.

There's more to life than classes, exams, and projects at RIT. RIT is alive with energy and spirit—from top Division I men's and women's hockey teams to more than 145 clubs, organizations, and festivals including the *Imagine RIT: Innovation and Creativity Festival*, a campus-wide event that showcases the innovative and creative spirit of RIT students, faculty, and staff to over 30,000 visitors annually. Held each spring, *Imagine RIT* is the kickoff to Rochester's rich festival season.

Given the distinctiveness of its origins, it should come as no surprise that in this second decade of the 21st century, RIT has kept pace with the relentless acceleration of scientific and technological discovery and the resulting economic, social, and cultural transformations. One of the nation's premier universities for art, design, film, photography, and crafts, the College of Imaging Arts and Sciences provides a range of innovative programs and a panoramic perspective that can be found nowhere else. One hundred and eighty-six years after its founding, RIT has matured into one of the world's most innovative, agile, and foresighted universities.

REPORTING RELATIONSHIPS

The Senior Director of Foundation Relations will report to the Executive Director of Corporate and Foundation Relations.

PRINCIPAL OPPORTUNITIES

RIT is internationally recognized for research, innovation, and academic leadership. It is home to over 18,000 full and part-time students in more than 200 career-oriented and professional programs and has a worldwide alumni network of 125,000 alumni.

On July 1, 2017, RIT welcomed David C. Munson Jr. as its 10th president. The university's new leadership follows with RIT's national Carnegie Classification change to "Doctoral University" reflecting RIT's growth in its Ph.D. degrees. To further show RIT's promising future, it is experiencing increasing enrollment; ascending national rankings; and an expanding global presence.

With a staff of 100 people across nine colleges and two administrative areas, RIT's Development and Alumni Relations Division is poised to make an even greater impact upon the campus and the university's future.

RIT is now in the silent phase of a \$700 million comprehensive campaign that will extend the university's prominence and bring it to the next level. Fundraising goals for the campaign span the following areas:

- Career Education and Student Success
- The Student-Centered Research University
- Signature Research Initiatives
- Leveraging Diversity

RIT's trajectory, new leadership, and current giving environment demonstrate that RIT is embarking upon one of its most promising periods in recent history. Joining RIT's team now is a wonderful opportunity for someone looking to grow professionally and to work in a continuously stimulating environment.

PRIMARY RESPONSIBILITIES

The Senior Director of Foundation Relations will

- coordinate all university foundation contacts, manage and create long-term strategies and relationships with major national and regional foundations to assure a steady stream of new and continuing support including cultivation, visits, requests, stewardship, and reporting;

- oversee all foundation activity, including proposals, pledges, payments, reports, and visits;
- work closely with college-based development officers and other university partners and colleagues to identify foundation prospects in support of college and university needs;
- serve as the primary liaison between Development and Sponsored Research and be responsible for writing select foundation proposals, for assisting faculty and staff in the preparation of proposals, and for working with faculty and staff to assure timely submission of proposals to foundations;
- work collaboratively with the President, the Vice President for Development and Alumni Relations and the Executive Director of Corporate and Foundation Relations on foundations with the greatest potential for overall impact on the university; and
- supervise the Director of Foundation Relations to ensure successful fundraising strategies and solicitations.

KEY COLLEAGUES



Lisa Cauda, Ed.D., Vice President, Development and Alumni Relations

Dr. Cauda has been with RIT since 2001 and has served as Vice President since 2006. Over her 16 plus years, the division has grown from a team of 40 to 100. In 2006, she led the university to the completion of “Powered by the Future,” a comprehensive campaign that raised \$300 million. RIT is currently in the quiet phase of a comprehensive campaign where RIT hopes to raise a minimum of \$700 million through philanthropic, research, and public funds.



Heather Engel, Associate Vice President for University Development and Engagement

Heather Engel joined RIT in 2004 as the Assistant Vice President of Planned Giving. In 2014, she became Associate Vice President, Campaigns and Constituent Development with supervisory responsibilities for the departments of Principal Gifts, Campaign Management, and Prospect Research/Management. In September 2017, Engel added the management of the university’s major gift officers and planned giving to her current role. She is a member of the Board of Trustees’ Development Committee along with Dr. Cauda, and is the liaison to the BOT Research and Graduate Programs Committee.



Sharon Lonthair, Managing Director, Development and Alumni Relations

Sharon Lonthair has been with RIT since 2001, and is a member of the division’s leadership team. She leads the department responsible for the division’s operational activities. This includes staff recruiting and retention; budget; compliance; national reporting; and university assessment. She is also responsible for the division’s gift acceptance and naming policies. and Planned Giving efforts of the advancement team. With her experience in Corporate and Foundation Relations she is constantly building meaningful relationships with faculty and program directors in support of her team’s efforts.



Paul Harris, Executive Director of Corporate and Foundation Relations

Paul Harris is Rochester Institute of Technology’s (RIT) Executive Director of Corporate and Foundation Relations. Harris’ primary responsibilities are to manage RIT’s corporate relationships across the entire university, provide value and solutions to its partnering corporations’ business models, link corporations to institute goals, and explore new opportunities for RIT’s constituents. Also, Harris oversees the university’s private foundation solicitations. Previously, Harris was the Director of Development for RIT’s College of Applied Science & Technology.



Regina Arlauckas, Program Coordinator

Regina Arlauckas has been in the division since 2008 in various administrative roles supporting the directors of development and the recently retired Associate Vice President for University Development. Arlauckas brings meaningful skills and expertise to her support role by tracking the metrics for the development directors including the planned giving positions. She also routinely assists with staff searches and is frequently the “go to” person within the university development team.



Stephanie Rankin, Development Officer

Stephanie Rankin joined the division in 2016 as a Corporate Relations Officer. Prior to that she worked in RIT’s Office of the Associate Provost. Rankin’s focus in the division is to grow its work with corporate foundations. RIT is pleased to count among its corporate foundation partners such leaders as Xerox Foundation; GE Foundation; Verizon Foundation, and UPS Foundation.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of Senior Director of Foundation Relations should have

- excellent organizational, interpersonal, oral and written communication skills;
- ability to work both independently and collaboratively, both internally and externally;
- ability to manage multiple projects, take initiative, and coordinate follow-up;
- prior grant writing/foundation fundraising experience in higher education;
- high level of energy plus demonstrated initiative and flexibility;
- high degree of computer literacy, including such applications as Microsoft Suite, data base software, and internet navigation; and
- ability to travel and a valid driver’s license.

A bachelor’s degree is required for this position as is a minimum of 5-7 years of proven experience in foundation relations. A master’s degree is preferred.

SALARY & BENEFITS

Members of the RIT community receive a well-balanced benefits package that offers a variety of choices and access to additional employment advantages. These benefits, combined with one’s pay, provide a total compensation package that can be tailored to meet one’s needs.

LOCATION

The RIT campus is about six miles from downtown Rochester, NY. Rochester was rated sixth overall in the “best places to live” category by Places Rated Almanac. The Genesee River cuts through the center of the city, where it tumbles 96 feet straight down at High Falls before continuing on to Lake Ontario, easternmost of North America’s Great Lakes. The greater Rochester area is home to more than one million people, making it the third-largest metropolitan area in New York State.

High-tech, communications, optics, research, and manufacturing companies, including many Fortune 500 companies, choose Rochester as their base of operations. The city has more than 4,000 exporting companies. Bausch & Lomb, Inc., Paychex Inc., Frontier Corp., Eastman Kodak Co., and other national and international firms make Rochester a great place to learn about the world of business.

Throughout Rochester one will find tree-lined streets; historic architecture; summer festivals; and plenty of shopping, dining, and entertainment options. Some of the flavor of Rochester can also be experienced in the nearby villages and towns, many of which are located on the historic Erie Canal. Nature lovers will find parks, beaches, mountains, gorges, lakes, and streams that provide year-round outdoor recreation and sightseeing.

DIVERSITY AND INCLUSION

Rochester Institute of Technology, through its policies and practices, is responsible for building an inclusive environment where membership in the community allows for faculty, staff, and students to reach their fullest potential, both professionally and personally. RIT is committed to the development, administration, and interpretation of policies and procedures in a way that is consistent with its commitment to diversity and is in compliance with federal, state, and local laws. RIT's policies and procedures are administered in a way that supports fair treatment for all faculty, staff, students, and the RIT community at large.

RIT does not discriminate. RIT is an equal opportunity employer that promotes and values diversity, pluralism, and inclusion. For more information or inquiries, please visit <http://www.rit.edu/fa/humanresources/> or the U.S. Department of Education at ED.Gov.

APPLICATION DEADLINE

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected. The hiring process for this position may require a criminal background check and/or motor vehicle records check. Any verbal or written offer made is contingent on satisfactory results, as determined by RIT's Human Resources.

To nominate a candidate, please contact Angelique Grant: angelique@aspenleadershipgroup.com.

RIT provides reasonable accommodations to applicants with disabilities under the Rehabilitation Act, the Americans with Disabilities Act, the New York Human Rights Law, or similar applicable law. If you need reasonable accommodation for any part of the application and hiring process, and you wish to discuss potential accommodations related to your application for employment at RIT, please contact angelique@aspenleadershipgroup.com.

All inquiries will be held in confidence.

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