



Assistant Vice President, Corporate Relations and Business Development
Roger Williams University
Bristol, RI
www.rwu.edu

Roger Williams University (RWU), a forward-thinking “private university with a public purpose,” seeks an Assistant Vice President, Corporate Relations and Business Development (AVP) to serve as a key member of its executive fundraising team. This is an outstanding opportunity for an experienced relationship manager, strategist and entrepreneurial fundraiser to strengthen the University’s corporate relations program in preparation for a first-ever comprehensive campaign; and to maximize corporate support, and federal, state and foundation grant opportunities in support of initiatives that address 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, and working closely with the Provost and Special Projects team, the AVP is charged with increasing RWU’s visibility by actively developing and pitching opportunities to build and strengthen relationships with corporate partners and other key funders to support the University’s ambitious goals. Serving as a thought partner in advancing RWU’s interests, the AVP will develop a robust and data-informed engagement strategy that broadens the constituent base and builds a pipeline of ongoing support, including identifying sources, proactively seeking opportunities for proposal development, and maintaining strong ties with donors and partners. The AVP also provides leadership and support to the Director of Foundation Relations in engaging the foundation/grant sector.

The ideal candidate is an accomplished relationship manager with progressively increasing achievement in corporate relations, business strategy and development, with broad knowledge of government and foundation grants; 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 a variety of audiences, including corporations, foundations, legislators/policy makers, students, parents, alumni, faculty and staff. (Note: Salaries for new hires generally fall between the minimum and midpoint of salary range. Salary for this position is estimated at \$120-140K.)

Qualifications: Bachelor’s degree in related discipline; 8-10 years’ progressively responsible, relevant experience building industry connections, obtaining commitments/gifts/grants from private and corporate sectors; planning, project management and budgeting experience; superb interpersonal skills/customer-service orientation; 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.

This is a retained search of Exceptional Executive Search.
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