



West Point

ASSOCIATION OF GRADUATES

Director of Corporate and Foundation Relations

The mission of the West Point Association of Graduates (WPAOG) is to “Serve West Point and the Long Gray Line”. WPAOG is both the alumni association and foundation for the United States Military Academy (USMA) at West Point. Our vision is to ensure the Long Gray Line remains the most highly connected alumni body in the world. USMA is renowned as the world's preeminent leadership development institution. The student body, or Corps of Cadets, numbers 4,400, and each year approximately 1,000 cadets graduate and are commissioned as second lieutenants in the U.S. Army.

The WPAOG is seeking a Director of Corporate and Foundation Relations. This position reports directly to the WPAOG’s Vice President for Development. The Director of Corporate and Foundation Relations plans, manages and directs efforts to attract roughly \$2–\$3 million annually in corporate and foundation philanthropic support for USMA. The Director supervises a Grants Manager.

The incumbent is responsible for the formulation of institutionally targeted fundraising goals and strategies, the implementation of approved fundraising plans, and the monitoring of related development activities within the organization as they pertain to corporate and foundation activities. The Director provides focus on continued stewardship and solicitation of existing corporate and foundation donors, while gaining new corporate and foundation prospects. Maintaining relationships with roughly 100 key partnering corporations and foundations to ensure a steady stream of support for the Military Academy and the Association of Graduates.

A Master's degree is preferred. A Bachelor's degree is required with a minimum of 5 years of professional development experience that includes supervision of subordinates, management, and corporate and foundation fundraising. Superior writing and public speaking skills are a must. The individual must possess exceptional interpersonal skills with the ability to earn the confidence of a wide range of internal and external constituents.

In addition, the ability to work effectively within a complex institution is a must. Knowledge of or the ability to learn quickly the culture, language and hierarchical structure of the US Army is critical. The incumbent must have proficiency in use of computer and work-related software programs, strong functional skill in web-based research applications, and knowledge and experience with Blackbaud CRM is preferred. In addition, the Director should demonstrate a high level of energy and initiative. Strong personnel management skills and knowledge are needed.

We offer excellent benefits and a pleasant working environment. Salary is commensurate with skills and experience. Please submit cover letter, resume and letters of reference. To apply please go to <https://www.westpointaog.org/employment>.

West Point Association of Graduates is an Equal Opportunity Employer

View our website at: www.westpointaog.org

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