

Sr. Director of Corporate & Foundation Relations

The University of Memphis is seeking an experience professional with the proven ability to build productive relationships to serve as Sr. Director for Corporate & Foundation Relations. Reporting to the VP for Advancement, the Sr. Director will be a key member of the advancement leadership team and oversee the university's corporate and foundation giving program.

It's an exciting time at the University of Memphis as we continue to experience unprecedented fundraising success, with a record-setting year in FY21. As our team grows and staff are promoted to take on new challenges, the Sr. Director will have the opportunity to build on the recent success of the corporate and foundation giving program. This position will be based in Memphis, Tennessee. Please visit: [WORKFORUM: University of Memphis Career Opportunities | Senior Director, Corporate and Foundation Relations](#) for complete job description and to apply.

Qualifications summary:

- Bachelor's degree required. Master's degree preferred.
- Strong written and verbal communication skills.
- Ability to work independently and as part of a team; establish and maintain professional relationships with diverse internal and external constituents.
- A commitment to innovation and continuous improvement.
- Ability to manage and move forward several priorities at the same time, without losing focus on the University's overall mission, priorities, and values.
- Capable of maintaining confidentiality and exhibiting good judgment in making independent decisions that support the mission, priorities, and values of the University of Memphis.
- Demonstrated management skills. Ability to train and motivate staff and a commitment to the advancing the learning and development of others.

More about the UofM and Memphis:

The University of Memphis is an urban public research university preparing students for success in a diverse, innovative, global environment. Nationally ranked among the top public schools by *U.S. News & World Report*, the University of Memphis is a leading academic and athletic institution. One of just three research universities in Tennessee, the UofM offers undergraduate, graduate, and professional degrees across 13 colleges and schools to more than 22K students.

Learn more about our values and priorities here: <https://www.memphis.edu/presweb/stratplan/>

Located in the heart of one of the largest metro areas in the Southeast, the university takes great pride in its deep connection and commitment to the city of Memphis and the greater Mid-South. A vibrant and diverse community, Memphis is home to Fortune 500 companies, internationally recognized nonprofits and cultural attractions, and a lively arts scene.

Employees of the University of Memphis have access to unique benefits that extend beyond competitive salaries. Working for the UofM means joining a family-friendly institution committed to supporting its employees with opportunities such as parental leave, on-campus childcare, and priority access to our award-winning Campus Elementary School and newly established University Middle School. Employees also enjoy access to professional development opportunities such as tuition discounts for themselves

and their families. Affordable access to a high-quality education allows employees to pursue their educational interests while enhancing their professional skills and trajectory.