

Senior Director of Corporate & Foundation Relations -  
University Advancement (34821) (EXTENDED SEARCH)  
Northern Illinois University

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Posted Sep. 28, 2021, set to expire Jan. 28, 2022

<b>Job Title</b>	Senior Director of Corporate & Foundation Relations - University Advancement (34821) (EXTENDED SEARCH)
<b>Department</b>	Gift Planning
<b>Institution</b>	Northern Illinois University DeKalb, Illinois
<b>Date Posted</b>	Sep. 28, 2021
<b>Application Deadline</b>	Open until filled
<b>Position Start Date</b>	Available immediately
<b>Job Categories</b>	Director/Manager
<b>Academic Field(s)</b>	Development/Institutional Advancement
<b>Job Website</b>	<a href="https://employment.niu.edu/postings/59553">https://employment.niu.edu/postings/59553</a>
<b>Apply By Email</b>	

**Job Description**

Primary Function

The role of the Senior Director of Corporate and Foundation Relations is to significantly grow philanthropic grant and sponsorship revenue from private foundations as well as corporations and their foundations. The position is responsible for executing a foundation relations, corporate giving and corporate sponsorship strategy designed to build and strengthen partnerships, sponsorships and other forms of support for overall advancement of the university's mission, outreach and engagement activities. This includes, securing funding for the Office of Outreach, Engagement, and Regional Development (OERD) and the Strategic Development Team (SDT), as well as developing mutually beneficial relationships between the university and the wide range of businesses, industries and corporations in the NIU region. The Senior Director of Corporate and Foundations Relations oversees the Director of Advancement for Institutional and Regional Initiatives and reports to the Executive Director of Advancement. As a member of the NIU Foundation giving team, this individual is charged

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with setting the direction, implementing and ensuring the success of the corporate and foundation fundraising program.

**Duties and Responsibilities (generally)**

The Senior Director will be responsible for development and oversight of a team charged with the identification of work and opportunities that might attract external support, and also for responding to opportunities for external support (through RFPs, foundation guidelines, etc.). Generally, the Senior Director is responsible for the identification, cultivation, solicitation and stewardship of gifts to the NIU Foundation from corporations and foundations. In addition, the Senior Director manages the overall growth of the corporate and foundation program from creating a robust annual donor base to creating strategies for securing major gift commitments. This position works closely with the Office of Outreach, Engagement, and Regional Development, the Strategic Development Team, NIU's Alumni Association, and key members of the NIU Foundation including Directors of Advancement for the colleges and programs, and the Stewardship team. To be successful, the Senior Director will need to collaborate with administrators, faculty and staff across NIU. The fundraising goal for this position will begin at \$2M annually and grow to \$5M+ annually.

**Minimum Required Qualifications for this position**

1. Bachelor's degree.
2. Seven (7) to ten (10) years of corporate and foundation fundraising experience, or equivalent experience in a grant-making organization.
3. Five (5) years of experience in development and alumni relations fields.
4. Five (5) years of experience working within a matrixed organizational structure where performance responsibilities are evaluated in different divisions.

**Contact Information**

Please reference Academickeys in your cover letter when applying for or inquiring about this job announcement.

**Contact**