

Director of Corporate and Foundation Relations -
Advancement
Tufts University

Direct Link: <https://www.AcademicKeys.com/r?job=205486>

Downloaded On: Oct. 3, 2023 1:06am

Posted Feb. 13, 2023, set to expire Dec. 31, 2023

Job Title	Director of Corporate and Foundation Relations - Advancement
Department	
Institution	Tufts University Medford, Massachusetts
Date Posted	Feb. 13, 2023
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Director/Manager
Academic Field(s)	Development/Institutional Advancement
Job Website	https://jobs.tufts.edu/jobs/18595?lang=en-us&iis=Job+Board&iisn=AcademicKeys
Apply By Email	
Job Description	

Overview

Tufts University Advancement Division is seeking a Director of Corporate and Foundation Relations for the School of Arts and Sciences. This position reports to the Senior Director of Corporate and Foundation Relation and will oversee fundraising from institutional donors for the school and manage a team of two fundraisers overseeing the Fletcher School of Law and Diplomacy and Tisch College of Civic Live, and an administrative coordinator.

The Director of Corporate and Foundation Relations will partner with colleagues across the University to increase institutional fundraising efforts while leading the team in the next phase of growth.

The School of Arts & Sciences, the largest of Tufts' ten schools, offers a broad and comprehensive curriculum, which includes more than 70 undergraduate degree programs and more than 60 graduate programs. The School of Arts and Sciences also includes the School of the Museum of Fine Arts at Tufts University and the Graduate School of Arts and Sciences. Across the School of Arts and Sciences' more than 40 academic departments, programs, and centers, over 400 full-time faculty, 1,000 graduate students, and 5,400

Director of Corporate and Foundation Relations - Advancement Tufts University

Direct Link: <https://www.AcademicKeys.com/r?job=205486>

Downloaded On: Oct. 3, 2023 1:06am

Posted Feb. 13, 2023, set to expire Dec. 31, 2023

undergraduates work collaboratively on groundbreaking research that spans all of the School's diverse disciplines.

Tufts University Advancement Division (UA) is a comprehensive development and alumni engagement enterprise with a staff of approximately 200 full time employees. UA's mission is to build strong relationships with Tufts University's constituents, match donor interests with the University's needs and priorities, and secure the financial resources necessary for Tufts to achieve excellence in teaching, research, and scholarship.

What You'll Do

In partnership with the Senior Director of Corporate and Foundation Relations, and in collaboration with the Senior Director of Advancement for the School of Arts and Sciences, the Director of Corporate and Foundation Relations will develop goals and strategies for institutional fundraising for the School of Arts and Sciences. Additionally, they will directly manage two Corporate and Foundation officers assigned to work with the Fletcher School of Law and Diplomacy and Tisch College of Civic Life. The Director will set and manage goals for individual staff, will be responsible for performance management, hiring, and manage their own portfolio of 70-80 prospects. They should enjoy working in a dynamic and fast paced environment, be curious, flexible, have the ability to meaningfully and genuinely engage both internal and external Tufts stakeholders, and be a compelling advocate for the School of Arts and Sciences.

The Director of Corporate and Foundation Relations will work to maintain collaborative and team-oriented relationships with colleagues in University Advancement, in the office of the Vice Provost for Research, and other university departments and staff. They will serve as a subject matter expert on fundraising priorities for the School of Arts and Sciences and work closely with the Dean of School of Arts and Sciences and other A&S leadership.

What We're Looking For

Basic Requirements:

- Bachelor's degree and a minimum of 7-10 years of related or transferable experience.
- Extensive depth and breadth of knowledge and experience in philanthropy, corporate and foundation solicitation.
- Advanced interpersonal and relationship building skills.
- Excellent verbal, written and presentation skills.
- Proven track record of structuring proposals and securing major gifts and grants.
- Experience managing or mentoring fundraising staff.

Preferred Qualifications:

Director of Corporate and Foundation Relations -
Advancement
Tufts University

Direct Link: <https://www.AcademicKeys.com/r?job=205486>

Downloaded On: Oct. 3, 2023 1:06am

Posted Feb. 13, 2023, set to expire Dec. 31, 2023

- Advanced Degree (M.S./M.A. or Ph.D., or other advanced degree) from an accredited institution.
- 5 years of progressively responsible experience in an academic setting or corporate setting (philanthropy, alliance management, business development, technology transfer, research administration, or research development).

Contact Information

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

Contact