

Senior Development Officer - Development

The Rhode Island Foundation is the largest and most comprehensive funder of nonprofit organizations in Rhode Island. Since 1916, the Foundation has aligned its fundraising, grant making, and civic leadership efforts to address Rhode Island's most pressing issues and the needs of diverse communities. The Foundation is a dynamic, fast-paced workplace. Its dedicated employees are committed to creating positive change in Rhode Island. For more information, visit www.rifoundation.org.

The Foundation is currently seeking a senior development officer to proactively raise major outright and deferred gifts and increase positive visibility for the Foundation. The ideal candidate will greatly enjoy the process, challenge, and satisfaction of fundraising and/or business development.

Primary responsibilities include:

- Proactively identify, cultivate, and solicit major gift and planned gift prospects and their referral sources, largely through obtaining and executing productive external meetings; build and grow donor pipeline.
- Effectively serve as primary contact for highest level customer service, stewardship, and future gift cultivation of assigned donors.
- Provide philanthropic planning advice to both prospects and donors while balancing donor interests with the needs and opportunities of the Foundation.
- Build strong relationships and meaningful connections with prospects, professional advisors, and current donors.
- Develop expertise in and persuasively communicate Foundation value proposition and fund offerings.

Bachelor's degree and continuing professional development in the area of fundraising and/or sales required. A minimum of eight years of experience in fundraising (preferably major gift) or sales with proven record of accomplishment of assigned goals. Proactive orientation to donor/prospect development, including enthusiasm for colder outreach, with the ability and desire to obtain meetings, build relationships, and deepen engagement. Experience or strong familiarity in handling a variety of planned or complex gifts such as bequests, charitable trusts, charitable gift annuities, stock, and real estate.

The ideal candidate should have high level verbal and written communication skills, a passion for educating and inspiring others, and the ability to listen and integrate the Foundation value proposition with a variety of messages and donor interests. We are seeking a team player passionate about the Foundation's mission and vision for Rhode Island, and working with generous donors.

The Rhode Island Foundation encourages a diverse work environment and is an equal opportunity employer. We offer excellent benefits and a competitive salary.

To apply, please email your resume, cover letter, and salary requirements to [Frank Cerilli](mailto:Frank.Cerilli@rifoundation.org), Director of Human Resources, at fcerilli@rifoundation.org, by May 5, 2017.