

Director of Corporate and Foundation Relations,
University Advancement
University at Buffalo, The State University of New York

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Posted Sep. 19, 2023, set to expire Aug. 4, 2024

Job Title	Director of Corporate and Foundation Relations, University Advancement
Department	University Advancement
Institution	University at Buffalo, The State University of New York Buffalo, New York
Date Posted	Sep. 19, 2023
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Director/Manager
Academic Field(s)	Institutional Advancement
Job Website	https://www.ubjobs.buffalo.edu/postings/45269

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Job Description

[University Advancement](#) has a vacancy for a **Director of Corporate and Foundation Relations** to generate greater understanding, commitment and financial support from corporations and foundations to enable the teaching, research and service missions of UB.

Under the general direction of the Sr. Associate Vice President for Advancement, the Director of Corporate and Foundation Relations will focus on securing funding from corporations and foundations for a defined set of schools/units, designated university initiatives, and cross-disciplinary projects.

Duties will include, but are not limited to:

- In collaboration with university partners (faculty, administrators, university leadership), develop strategic, coordinated, long-term, multi-faceted relationships with major corporate and foundation

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prospects (both local and national/international) on behalf of the university;

- Annually, devise and implement strategies for the cultivation and solicitation of 100+ corporate and foundation donors and prospects of \$100,000+, including researching funding sources and preparing and submitting letters of intent, full grant proposals, budgets and post-award reports;
- In partnership with colleagues in the Office of Donor Relations and Stewardship, implement a comprehensive stewardship program for donors involving faculty, university leadership, and other partners within and outside of the Division of University Advancement.

Desired candidates are those that seek a challenging and results-oriented opportunity within a complex, diverse and multidisciplinary organization. We are looking for candidates who demonstrate intellectual curiosity, ambition, tenacity, and self-motivation, as well as a passion for the socio-economic impact of higher education on families and our communities. Our team is goal-oriented, supportive, innovative and fun, and we are looking for new colleagues who bring fresh perspectives and ideas.

Outstanding Benefits Package

Working at UBF comes with benefits that exceed salary alone. There are personal rewards including comprehensive health and retirement plan options. We also focus on creating and sustaining a healthy mix of work, personal and academic pursuit - all in an effort to support your work-life effectiveness. Visit our UBF benefits website to learn about our [benefit packages](#).

Division of University Advancement

Building stronger connections with UB's 280,000+ alumni and donors worldwide is critical to the university's goal: to situate UB among the nation's top 25 public research universities. UB alumni and friends are grateful and generous, supporting the largest, most ambitious fundraising campaign the university has ever launched. Through Boldly Buffalo: The Campaign for UB, we seek to raise \$1 billion. We invite you to join our University Advancement team and be part of our historic efforts.

University at Buffalo is an affirmative action/equal opportunity employer and, in keeping with our commitment, welcomes all to apply including veterans and individuals with disabilities.

Contact Information

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

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Contact

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