



CHIEF EXECUTIVE OFFICER AND VICE PRESIDENT FOR ADVANCEMENT
UNIVERSITY OF RHODE ISLAND
UNIVERSITY OF RHODE ISLAND FOUNDATION & ALUMNI ENGAGEMENT
KINGSTON, RHODE ISLAND

THE UNIVERSITY OF RHODE ISLAND

Aspen Leadership Group is proud to partner with the University of Rhode Island in the search for a Chief Executive Officer, University of Rhode Island Foundation & Alumni Engagement and Vice President for Advancement.

The Chief Executive Officer and Vice President for Advancement will play a pivotal role in advancing the mission of the University of Rhode Island through the leadership role of the URI Foundation & Alumni Engagement (URIFAE). With a commitment to facilitating alignment among key stakeholders — including the University president, trustees, provost, deans, senior administrators, staff, and the URIFAE Board of Directors — the Chief Executive Officer and Vice President will ensure coordinated efforts across schools, enhance engagement with prospects, and streamline communication regarding development and alumni activities. The Chief Executive Officer and Vice President will elevate the engagement of alumni toward a more strategic approach through events, programming, and communication.

The University of Rhode Island is a university on the rise, recently concluding a successful \$300 million campaign and earning recognition from *The Wall Street Journal* as the top public university in New England. The *Big Ideas. Bold Plans. The Campaign for the University of Rhode Island* doubled annual fundraising to over \$30 million, while establishing robust systems and operations poised for continued growth. Building upon [*Focus URI: A Strategic Vision for the University of Rhode Island*](#), the University's strategic plan crafted under the leadership of President Marc B. Parlange with input from the community, the incoming Chief Executive Officer and Vice President will have the opportunity to implement this vision and collaborate with President Parlange and the Board of Directors to shape the vision for the next campaign and beyond.

Serving as a strategic partner to President Parlange and other key stakeholders, the Chief Executive Officer and Vice President will cultivate transformational gifts and build upon the work of a corporate and foundation relations program, while also maintaining and expanding donor relationships and articulating the case for support to donors, alumni, prospects, and colleagues across the University. The Chief Executive Officer and Vice President will foster a diverse and motivated team, implementing leading-edge practices that fuel the University's aspirations; benchmark development programs against best-in-class institutions; and ensure that all efforts yield a substantial return on investment in terms of funding and alumni engagement. The Chief Executive Officer and Vice President will raise the profile of the University by engaging and inspiring the entire community as an active participant — both within the University and externally with board members, alumni, faculty, staff, students, government, business, and community leaders — in ways that reflect the collaborative and collegial culture of the University.

THE UNIVERSITY OF RHODE ISLAND

The University of Rhode Island is a diverse and dynamic community whose members are connected by a common quest for knowledge. As a major research university defined by innovation and big thinking, URI offers its undergraduate, graduate, and professional students distinctive educational opportunities designed to meet the global challenges of today's world and the rapidly evolving needs of tomorrow.

The University's main campus is located on 1,200 acres in historic Kingston — just 30 miles south of Providence, minutes from local beaches, and within easy reach of Boston and New York City — with additional locations throughout Rhode Island, including the Narragansett Bay Campus, the W. Alton Jones Campus, and in the capital city of Providence.

The University is known locally and globally for its innovative research across a broad range of disciplines, striving for practical solutions to the world's most important challenges. URI's colleges of nursing, pharmacy, business, engineering, arts and sciences, environment and life sciences, health sciences, and education, and the Graduate School of Oceanography are signature centers of scholarship and research. Some 200 undergraduate and graduate degree programs inspire the University's more than 17,000 undergraduate and graduate students and spark their creativity.

The Wall Street Journal ranks URI as the top public university in New England and the 35th-best nationally. And *U.S. News & World Report* ranks several URI degree programs among the top 100 in the country.

URI is not only a leading global education and research institution — its Kingston Campus is also a national historic site. And at URI, historic preservation is paired with remarkable progress. Since 2007, the University has invested more than \$1 billion in campus capital projects and improvements. The University is nearing completion of a comprehensive renovation of its Fine Arts Center. Transformative investments in the Narragansett Bay Campus are bolstering the University's role as a leader in the blue economy and ocean- and marine-related disciplines. And planning is underway for a new, state-of-the-art biomedical sciences building.

Situated on the traditional land and territories of the Narragansett Nation and the Niantic People, URI strives to create a diverse and inclusive environment for researchers, teachers, learners, and community members.

For more than 130 years, the University has been dedicated to serving the people of Rhode Island and the nation as the state's flagship land- and sea-grant institution with a commitment to urban initiatives. A student-centered institution, URI actively partners with organizations globally and locally to advance knowledge and develop informed residents and leaders. Energized by a new strategic vision, the University of Rhode Island is defining the role a flagship public research university can play in driving transformative change for the betterment of its state and the global human condition.

THE UNIVERSITY OF RHODE ISLAND FOUNDATION & ALUMNI ENGAGEMENT

The University of Rhode Island Foundation & Alumni Engagement secures and manages contributions from alumni, parents, corporations, foundations, and friends on behalf of the University of Rhode Island. Established in 1957, URIFAE serves URI as an independent 501(c)(3) corporation charged with raising and managing private support for URI. With an original charge of managing the University's endowment, URIFAE became responsible for all URI fundraising activities in 2008. In July 2019, it joined with the URI Alumni Association to become the University of Rhode Island Foundation & Alumni Engagement and better serve the University and its alumni. The URIFAE Chief Executive Officer leads these efforts under the guidance of a volunteer Board of Directors and in close partnership with the University president, the URI Board of Trustees and University leadership.

Consistent with its mission, the University of Rhode Island Foundation & Alumni Engagement inspires, and stewards philanthropic support benefiting URI and informs and engages alumni as committed partners of the University, its mission, and traditions. In all its activities, URIFAE strives for core values of transparency, integrity, collaborations, accountability, and respect.

REPORTING RELATIONSHIPS

The Chief Executive Officer and Vice President for Advancement will report to University President Marc B. Parlange in close partnership with the executive committee of the URIFAE Board of Directors, led by Chair Raymond M. Williams. The Chief Executive Officer and Vice President will serve on the president's senior leadership team and will supervise approximately 77 staff members including nine direct reports.

FROM PRESIDENT PARLANGE

This is a pivotal moment to join the URI community. I am deeply committed to advancing URI's mission through partnerships with our vibrant community of supporters and alumni. The Chief Executive Officer of the URI Foundation and Alumni Engagement is a pivotal leader in this mission, responsible for fostering and strengthening connections with those who champion our university's vision and values. The next leader will directly engage with and closely align with me and our senior leadership team to cultivate a robust culture of giving that helps drive our strategic plan and achieve our ambitious goals. The Foundation is an essential, integrated part of the University, and we are building a future that reflects the strength and mission of URI.

With deep Rhody pride from more than 140,000 alumni — 60,000 in Rhode Island alone — new initiatives to engage them will be paramount, building on the momentum of transformative projects underway like the Fine Arts Center and the renewal of the Athletics Complex and the Narragansett Bay Campus. URI is entering an inspiring new chapter after decades of disinvestment, as the state has finally stepped in with renewed, sustained support for the University, adding to our momentum and reinforcing our mission. We are Rhode Island's flagship research university, and this is an incredible opportunity to join at a pivotal moment in our history and for the next leader to make a real and lasting impact on URI and our community.

I look forward to welcoming you to our beautiful campuses as we chart new territory, together, in the coming years.

— Marc Parlange, President, University of Rhode Island

PRIMARY RESPONSIBILITIES

The Chief Executive Officer, University of Rhode Island Foundation & Alumni Engagement and Vice President for Advancement will

- guide and support the University president, serving as partner, coach, and co-strategist on the cultivation and solicitation of transformational gifts while similarly guiding trustees, deans, senior staff, and other volunteers in development activities;
- ensure that team efforts are aligned with the goal of the current strategic plan to implement leading-edge administrative and financial systems and practices to power the university of the future;
- personally cultivate and solicit major and principal gift prospects from a portfolio of current and prospective donors at five-, six-, and seven-figure levels, both individual and institutional;

- facilitate alignment and consensus among the University president, trustees, provost, deans, senior administrators, staff, and URIFAE Board of Directors with regard to development priorities as they relate to advancing the University's overall objectives and current strategic plan;
- ensure that the efforts of URIFAE are well coordinated among the schools and with colleagues, including engagement of prospects and travel schedules for senior administrators;
- ensure that the University president, provost, deans, senior administrators, faculty, and key volunteers are effectively and professionally supported with regard to development activities and are provided with clear and consistent communication on the activities of URIFAE, so that their time spent is productive, meaningful, and personally rewarding;
- provide leadership, direction, training, and mentorship to a diverse and hard-working professional team that is prepared to meet the ongoing challenges and aspirations of the University by utilizing an engaged management approach that includes clear expectations and metrics for success;
- engage board members in strategic planning and work closely with the chair of the board, the executive committee, and members of the board to facilitate engagement in fundraising activities;
- report on ongoing fundraising and campaign activities to the URI Board of Trustees, as well as directly engage members in fundraising and cultivation efforts;
- provide opportunities for increased volunteer engagement that are rewarding, substantive, and will complement the efforts of URIFAE staff members while recruiting volunteers who are well connected and can help make a compelling case for support of the University;
- maintain existing donor relationships while systematically and strategically identifying, cultivating, soliciting, and stewarding new individual and institutional donors capable of making significant contributions to URI;
- establish a data-driven approach to identifying and appropriately engaging prospects and provide opportunities for development professionals to strategize on prospects and share ideas on appropriate and effective ways to cultivate and solicit potential donors;
- develop specific strategies and tailored cases for support that educate potential and existing donors about the University's mission, the unique role it plays in Rhode Island, and the contribution it can make in helping to improve the state's economy and the quality of life of its citizens;
- continue to develop a robust corporate and foundation relations program that will bring significant resources to the University's top priorities while ensuring that best practices within the field are followed;
- benchmark the University's development programs against best-in-class examples among peer and aspirant institutions and continually strive to improve and extend relationships with all constituencies in ways that have a quantifiable impact on philanthropic revenue;
- provide Deans with the resources necessary to leverage the strength of their most successful alumni and donors in support of the needs and aspirations of their schools and assist faculty in becoming part of the donor identification and cultivation process; and
- manage all operations of the URIFAE and ensure that resources invested in the organization provide a generous return to the University in terms of increased funding and greater engagement of alumni.

UNIVERSITY LEADERSHIP

Marc B. Parlange

President, University of Rhode Island

Marc B. Parlange became the University of Rhode Island's 12th president in August 2021. Over the course of his professional higher education career spanning more than 30 years, he has held academic leadership, research, and faculty positions at Monash University, Australia's largest university; the University of British Columbia; the prestigious Swiss public research institute École Polytechnique Fédérale de Lausanne; and stateside, at Johns Hopkins University and the University of California, Davis. A recognized expert and researcher in environmental fluid mechanics, Parlange has published more than 200 peer reviewed journal articles. He is a member of the U.S. National Academy of Engineering, and a Fellow of the Canadian Academy of Engineering, the American Association for the Advancement of Science, the American Meteorological Society, and the American Geophysical Union.

He received several prestigious academic awards including an early career James B. Macelwane Medal from the American Geophysical Union and the John Dalton Medal of the European Geosciences Union. He was awarded the 2020 American Meteorological Society's Hydrologic Sciences Medal. Parlange received his Master of Science and his doctorate from Cornell University and his Bachelor of Science degree from Griffith University in Australia.

UNIVERSITY OF RHODE ISLAND BOARD OF TRUSTEES

The Rhode Island General Assembly and then-Governor Gina Raimondo established the URI Board of Trustees to govern the University. The legislation was signed into law on July 5, 2019, and took effect on February 1, 2020. The Board is a public corporation that appoints and reviews the president. The board is also responsible for establishing performance goals for the president and the University. Further, the board is responsible for the buildings, employees, and property of the University. The board also approves the budget, the awarding of degrees, and the awarding of tenure to faculty. The board consists of 17 members appointed by the governor in consultation with the University president, board chair, and with the consent of the state senate. Additionally, the University president appoints one full-time student and one faculty member to serve on the board as non-voting members.

The University president, the chair of the Rhode Island Council on Postsecondary Education, and the chair of the Rhode Island Board of Education also serve in an ex officio capacity. Margo L. Cook serves as chair. Other officers include Armand E. Sabitoni, vice chair; Neil Kerwin, Academic Affairs and Research Committee chair; Vahid Ownjazayeri, Finance and Facilities Committee chair; Cortney Nicolato, Governance Committee chair; Roby Luna, Institutional Risk and Compliance Committee chair; and Tom Ryan, Student Life and Athletics Committee chair. You may learn more [here](#).

UNIVERSITY OF RHODE ISLAND FOUNDATION & ALUMNI ENGAGEMENT BOARD OF DIRECTORS

The University of Rhode Island Foundation & Alumni Engagement is governed by an active and engaged 30-member Board of Directors, vested with the management and control of its resources, activities, and affairs. The Board of Directors works in concert with University leadership to provide URIFAE with time, wisdom, and resources. The board is comprised of highly-respected leaders from business, government, nonprofit, philanthropy, as well as University of Rhode Island alumni — all passionate about URIFAE's mission to inspire and steward philanthropic support benefiting URI and to inform and engage alumni as committed partners of the University, its mission, and traditions.

The Board of Directors is supported in its mission by an 11-member executive committee. Raymond M. Williams serves as chair. Other officers include Kevin M. Lopes, vice chair; Diane Chace Fannon, vice chair & Marketing and Communications chair; Jesse Baker, secretary; Richard J. Harrington, Development Committee chair; Trudy C. Coleman, treasurer and Finance Committee chair; Kenneth J. Hylander, at-large member; Dr. Susan Greenberg Forman, Alumni Engagement Council chair; Sandra G. Parrillo, Governance Committee chair; John J. Brough, Jr., Audit Committee chair; and Michael Ice, Investment Committee chair. You may learn more [here](#).

PREFERRED COMPETENCIES AND QUALIFICATIONS

The Chief Executive Officer, University of Rhode Island Foundation & Alumni Engagement and Vice President for Advancement will have a history of success as a proven leader with expertise and experience leading complex and sophisticated fundraising efforts. The Chief Executive Officer and Vice President will have the ability to lead and motivate staff and encourage growth in both people and programs. The Chief Executive Officer and Vice President will demonstrate a capability for growing contributions year over year and raising transformational commitments towards capital campaigns.

The Chief Executive Officer and Vice President must be an excellent team player who is eager to work collaboratively with the University's academic and governing leadership, particularly the University president and the URIFAE board and staff.

Furthermore, the University of Rhode Island seeks a Chief Executive Officer, University of Rhode Island Foundation & Alumni Engagement and Vice President for Advancement with

- a commitment to the mission of the University of Rhode Island— to inspire and steward philanthropic support benefiting URI and to inform and engage alumni as committed partners of the University, its mission, and traditions and the University of Rhode Island — to advance knowledge and to develop informed residents and leaders with a commitment to high-quality education, community engagement, and solving the world's most important challenges;
- an appreciation for and an ability to articulate eloquently the academic and civic missions of the University of Rhode Island, including its history and importance in the state and the national academic landscape;
- superior strategic planning skills and a holistic understanding of all aspects of fundraising, alumni engagement, stewardship, volunteer leadership, and donor relations;
- experience building on and increasing the effectiveness of an existing development program, including individual and institutional philanthropy, through established objectives and performance standards, resulting in increased philanthropic revenue and transformative goals;
- the intellectual depth, maturity, and confidence required to effectively engage and garner the trust of the University president, trustees, deans, senior staff, alumni, and key volunteers in the cultivation and solicitation of key prospects;
- experience successfully cultivating, soliciting, stewarding, and inspiring major individual donors — including high net worth individuals — and institutional donors, to make gifts with significant institutional impact;
- experience leading the execution of a system of internal controls, including financial management of funds, which assure that operations are effective and efficient, assets are safeguarded, and financial information is reliable;
- an ability to develop and administer the short-term and long-term plans and policies of the Foundation to ensure sound economic stability and wise use of its assets, as well as the exercise of prudent fiduciary responsibility in all of its actions;

- an ability to work with and inspire the senior leadership team of the Foundation to ensure all aspects of operations are coordinated and focused;
- an ability to clearly articulate the case for support to donors and prospects alike as well as to colleagues across the University;
- an ability and desire to work collaboratively with the University's academic and governing leadership, partners in Advancement, and colleagues across campus;
- a strong commitment to personal and professional development and an ability to lead and motivate staff and encourage growth in both people and programs;
- an approach to management that brings out the best in staff and yields pride, ownership, and a sense of team effort;
- superlative interpersonal skills and an ability to work well with people at all levels of an organization, across a diverse range of education and social backgrounds, while demonstrating an honest respect for each individual;
- experience working effectively with board members, volunteers, and alumni and ensuring that they are meaningfully engaged;
- an ability to manage complex relationships as well as exceptional collaboration and teamwork skills;
- a capacity for thinking strategically and creatively, transforming new ideas into executable and successful programs; and
- a keen eye for operational efficiency and optimal use of resources and experience planning, monitoring, and tightly managing a budget.

The University of Rhode Island will consider candidates with a broad range of backgrounds. If you are excited about this role and feel that you can contribute to the University and the Foundation, but your experience does not exactly align with every qualification listed above, we encourage you to apply.

SALARY, BENEFITS, AND CULTURE

The salary range for this position is \$400,000 to \$425,000 annually. The University of Rhode Island Foundation & Alumni Engagement provides benefits tailored to individual and family needs including medical, dental, prescription, and vision coverage; a fully paid health reimbursement account; a retirement savings plan with generous employer match; life and accident insurance; health and wellness programs; access to University events and special programs; and exclusive employee discounts, including the URI Ram Card.

The University of Rhode Island Foundation & Alumni Engagement has been rated by *Providence Business News* as one of the Best Places to Work in Rhode Island. This recognition reflects URIFAE's collective efforts to foster a supportive, inclusive, and engaging workplace environment. Each URIFAE employee contributes to making it a great place to work. The University of Rhode Island Foundation & Alumni Engagement maintains a strong commitment to diversity, inclusion, equity, and social justice, with strategies for recruiting and retaining talent in a supportive environment where individuals can thrive.

LOCATION

This position is in Kingston, Rhode Island — approximately 30 miles south of Providence, the state capital.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the missions of the University of Rhode Island and the University of Rhode Island Foundation & Alumni Engagement as well as the responsibilities and qualifications stated in the prospectus.*** Review of applications will begin immediately and will continue until the successful candidate has been selected.

To apply for this position, visit: [Chief Executive Officer, University of Rhode Island Foundation & Alumni Engagement and Vice President for Advancement, University of Rhode Island.](#)

To nominate a candidate, please contact [Don Hasseltine.](#)

All inquiries will be held in confidence.