

The Rhode Island Foundation is the largest and most comprehensive funder of nonprofit organizations in Rhode Island, and raises an average of \$35-40 million per year from generous and visionary donors. 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.

The Foundation is currently seeking a Senior Philanthropic Advisor, a position that will provide an exciting growth opportunity for an experienced major gifts fundraiser or new business development professional.

The Senior Philanthropic Advisor will be a member of the Foundation's Development team, reporting to the Senior Vice President of Development. By building relationships and inspiring philanthropy, the ideal candidate will proactively raise major current and deferred (estate) gifts from current and prospective donors, provide high level philanthropic planning advice and service to donors, and will positively increase visibility in the community for the Foundation. The ideal candidate will embrace and enjoy the fundraising and stewardship process, and will rise to the challenge of business development.

Primary responsibilities include but are not limited to:

- Proactively identifying, cultivating, and soliciting major gift and planned gift prospects, and their referral sources, largely through obtaining and executing productive external meetings to build relationships and grow the Foundation's donor pipeline.
- Effectively serving as the primary contact for highest level customer service, stewardship, and future gift cultivation of assigned donors.
- Providing philanthropic planning advice to both prospects and donors while balancing donor interests with the discretionary needs of the Foundation and opportunities within the community.
- Working collaboratively across Foundation departments and especially with grant program officers to identify community needs and opportunities for donors.
- Building strong relationships and meaningful connections with prospects, professional advisors, and current donors.
- Developing expertise in and persuasively communicating the Foundation's value proposition and fund offerings.
- Raising awareness and providing information about the Foundation's purpose and mission at a variety of networking activities, including delivering presentations to different audiences.
- Maintaining up to date pipeline activity data and reporting in order to track prospect, professional advisor, and assigned donor activity.

The ideal candidate should be a strong team player who is dependable, proactive, adaptable in a fast-paced work environment, and has the ability to work independently exercising strong judgement and decision-making capabilities. A bachelor's degree is required, as well as a minimum of 10-years' experience in fundraising or private sector sales and/or new business development. The ideal candidate will also possess high-level communication skills – both verbal and written – with a passion

for educating and inspiring others. A commitment to listening and the ability to represent the Foundation's value proposition is a must. The ideal candidate will also have experience or sufficient familiarity with handling a variety of planned or complex gifts, such as bequests, charitable trusts, charitable gift annuities, and stock. The ideal candidate must have a positive attitude and commitment to the Foundation's mission, vision, and to equity for all. Finally, significant knowledge of the Rhode Island community and a broad network of contacts with the ability to grow and develop that network is also a plus.

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 [jobs@rifoundation.org](mailto:jobs@rifoundation.org)