

**Position:** Executive Director of Principal and Planned Gifts

**Organization:** Rochester Institute of Technology

**AFP-WNY Post Date:** 11/29/17

The Aspen Leadership Group is proud to partner with Rochester Institute of Technology in the search for an Executive Director of Principal and Planned Gifts.

The Executive Director of Principal and Planned Gifts leads a team of directors and senior directors in engaging donors and building relationships that lead to securing significant philanthropic gifts for the university. These donors have the capacity to make gifts of \$1 million or more and/or make deferred gifts through bequests, charitable gift annuities, lead trusts, and other deferred gift methods. The Executive Director reports to the Associate Vice President for University Development and Engagement and is a member of the department's leadership team as well as a member of the 100-person team that makes up the Division of Development and Alumni Relations.

Through a unique blend of curricular, experiential, and research programs delivered within a student-centric culture, Rochester Institute of Technology prepares its students for successful careers in a global society. Rochester Institute of Technology is a privately endowed, coeducational university with nine colleges emphasizing career education and experiential learning. RIT is internationally recognized for research, innovation, and academic leadership. On July 1, 2017, RIT welcomed David C. Munson Jr. as its 10<sup>th</sup> president. The university's new leadership follows with RIT's national Carnegie Classification change to "Doctoral University" reflecting RIT's growth in its Ph.D. degrees. To further show RIT's promising future, it is experiencing increasing enrollment; ascending national rankings; and an expanding global presence.

Philanthropically, RIT is seeing historically high levels of private support with a 5-year annual giving average of well over \$39 million. The Planned Giving staff is averaging over \$7 million annually and is helping to grow RIT's endowment to an all-time high between \$745 and \$760 million. With a staff of 100 people across nine colleges and two administrative areas, RIT's Development and Alumni Relations Division is poised to make an even greater impact upon the campus and the university's future. There are more than 3,000 prospects under active management by the leadership giving, major giving, and principal and planned giving teams. Four primary metrics (qualifications, visits, asks, and individual fundraising goals) continuously drive a productive and collaborative environment where all fundraisers are given the tools to succeed.

RIT is now in the silent phase of a \$700 million comprehensive campaign that will extend the university's prominence and bring it to the next level. RIT's trajectory, new leadership, and current giving environment demonstrate that RIT is embarking upon one of its most promising periods in recent history. Joining RIT's team now is a wonderful opportunity for someone looking to grow professionally and to work in a continuously stimulating environment.

A bachelor's degree is required for this position as is 7-10 years of proven experience in principal and/or planned giving programs. All applications must be accompanied by a cover letter and résumé.

RIT does not discriminate. RIT is an equal opportunity employer that promotes and values diversity, pluralism, and inclusion. For more information or inquiries, please visit <http://www.rit.edu/fa/humanresources/> or the U.S. Department of Education at <http://www.ed.gov>. RIT provides reasonable accommodations to applicants with disabilities under the Rehabilitation Act, the Americans with Disabilities Act, the New York Human Rights Law, or similar applicable law. If you need reasonable accommodation for any part of the application and hiring process, and you wish to discuss potential accommodations related to your application for employment at RIT, please contact [angelique@aspenleadershipgroup.com](mailto:angelique@aspenleadershipgroup.com). The hiring process for this position may require a criminal background check and/or motor vehicle records check. Any verbal or written offer made is contingent on satisfactory results, as determined by RIT's Human Resources.

To apply for this position, visit: <https://opportunities.aspenleadershipgroup.com/opportunities/275>