



# WICHITA STATE UNIVERSITY FOUNDATION AND ALUMNI ENGAGEMENT

## Director of Corporate Development

Wichita State University Foundation and Alumni Engagement (WSUFAE) is looking to hire a talented, dynamic, dedicated, and self-motivated individual as the Director of Corporate Development on our fundraising team. As the Director of Corporate Development, you will play a pivotal role in identifying, cultivating, soliciting, and stewarding prospective corporate donors. Your efforts will directly support the mission and vision of Wichita State University, helping to shape the future of education and innovation.

With a team of more than 50 dedicated individuals working to support fundraising and donor and alumni relationships, the WSUFAE is proud to champion the continued growth of Wichita State University. With over \$400 million in managed assets and thousands of alumni spread around the world, it is an exciting time to be a part of advancing Shocker Nation.

The job duties for this position include:

### 1. Corporate Partnership Development:

- Collaborate with the Decision Sciences team to identify, qualify, and prioritize potential corporate partners.
- Develop and maintain a pipeline of prospective corporate partners through research and networking.
- Collaborate with the AVP of Principal Giving, Sr. AVP of Corporate Partnerships, and the Director of Grant Development to create and execute strategies for donor engagement including networking and outreach.

### 2. Cultivation and Solicitation:

- Manage and grow a portfolio of corporations to achieve giving goals.
- Develop and implement personalized cultivation, solicitation, and stewardship strategies for corporate prospects.
- Collaborate with the marketing and communications team to create high-quality communications with corporate partners through customized proposals, presentations, and engagement activities.
- Build and maintain meaningful relationships with corporate prospects through personalized outreach, meetings, and events.
- Develop tailored cultivation and solicitation strategies for each corporate prospect based on their interests and capacity to give.

- Lead or assist in the coordination of corporate partner solicitation efforts, ensuring that appropriate steps are taken in the donor journey.

### 3. Gift Solicitation and Closing:

- Actively work towards meeting established annual targets and objectives, collaborating with team members to ensure cohesive efforts.
- Develop and execute strategies to secure financial support in alignment with both individual, team, and WSUF AE's fundraising goals.
- Lead the solicitation of corporate partners in your portfolio and close contributions that support WSU's priorities.

### 4. Stewardship and Engagement:

- Increase donor engagement and commitment with corporate partners.
- Ensure timely and effective stewardship of corporate partners through personalized communication, updates, and recognition.
- Coordinate with donor engagement team on special donor recognition events.
- Attend donor meetings, events, and internal and external functions to represent the organization and strengthen donor and corporate relationships.

### 5. Administrative Duties:

- Develop and manage an annual budget for fundraising activities and professional development.
- Develop annual fundraising goals and objectives in conjunction with WSUF AE's goals.
- Maintain accurate computer and paper files as necessary.
- Perform any other duties as assigned.

## Job Requirements

- Bachelor's degree from accredited institution
- Three years or more major gift (\$50,000+) fundraising or business development experience
- Strong understanding of corporate needs in areas such as workforce development, innovation, and research
- Exceptional interpersonal skills, with the ability to build trust and credibility with internal and external stakeholders
- Ability to manage multiple projects and priorities, meet challenging and changing deadlines, and develop and execute sophisticated strategies for securing transformational gifts.
- Strong analytical skills, with the ability to use data to inform decision-making.
- Willingness to travel with occasional weekend and evening work
- Must have and maintain a valid driver's license and insurance
- Project professional image at all times

- Commitment to the WSUFAE core values of Integrity, Service, Excellence and Collaboration

### Required Skills

- Highly motivated and ability to work effectively independently and as part of a team
- Strong leadership and team management skills, with a focus on collaboration and professional development.
- Excellent interpersonal, verbal, and written communication skills.
- High degree of professionalism, ethical sensitivity, and discretion; ability to maintain a commitment to confidentiality; good judgment and proven responsible decision-making skills.
- Ability to lead groups and projects as well as function as part of a collaborative team.
- Enthusiasm for WSUFAE's mission and values, with a deep commitment to advancing its priorities through philanthropy.

### Physical Requirements

- Frequent and sudden movements from sitting, standing, bending, reaching, and walking
- Frequent standing or sitting for prolonged periods
- Frequent use of a telephone for prolonged periods
- Frequent exposure to large crowds, loud noises, and/or bright and/or flashing lights
- Occasional travel for conferences and donor or alumni engagement opportunities
- Frequent lifting up to 20 pounds
- Occasional lifting up to 50 pounds when traveling
- Occasional exposure to outdoors and hot and inclement weather

WSUFAE offers outstanding benefits including medical/dental/vision (100% premium paid for employee/50% for dependents), term life insurance, tuition reimbursement, 8.5% company matching on retirement accounts after one year, and more.

WSUFAE believes in the power of education. Since 1965, we have worked to connect the students, faculty, and staff of Wichita State University with the resources they need to transform their communities. Our dedicated staff includes members of the development, annual fund, finance, support, and student teams. We have accomplished big goals in the last few years and don't plan to slow down anytime soon.

Advancing the mission and vision of Wichita State University takes a strong team, and it is our core values that unite and empower us to reach our goals together. Collectively, we are passionate about education and opening doors to new opportunities by working together to "elevate, celebrate and advance Wichita State University through engagement and philanthropy."

In compliance with the Americans with Disabilities Act (ADA), Section 504 of the Rehabilitation Act of 1973 and the ADA Amendments Act of 2008, the Wichita State Foundation and Alumni Engagement will provide reasonable accommodation to applicants with a disability in completing the application form or in the interview process. Please notify the Human Resources Office at (316) 978-3815 or email [katie.link@wichita.edu](mailto:katie.link@wichita.edu) in advance so necessary arrangements can be made.

**To Apply:**

Please fill out an application, submit your resume and a cover letter explaining your interests in, and qualifications for, the position by clicking [here](#).

WSUFAE is an EOE employer