



**Executive Director of Development, Corporate Engagement
Office of the Vice President for Research**

The University of Florida is seeking a visionary and strategic leader to serve as the Executive Director of Development, Corporate Engagement within the Office of the Vice President for Research. This senior team role will drive transformative partnerships, aligning corporate philanthropy with groundbreaking research initiatives and institutional priorities. Reporting jointly to the Vice President for Research and the Interim Senior Assistant Vice President for Principal Gifts & Strategic Initiatives, the Executive Director will plan a comprehensive engagement strategy that fosters innovation, secures major philanthropic investments, and strengthens UF's position as a global leader in research and discovery.

This role offers a unique opportunity to build a robust corporate engagement and fundraising program for various programs within the Office of the Vice President for Research by cultivating high-impact relationships with industry leaders and corporate partners, providing strategic direction for fundraising initiatives, and fostering long-term partnerships that advance the unit's mission and research enterprise.

To help foster deeper collaboration efforts and meaningful engagement with donors, leadership, Office of the Research staff as well as members of our advancement community, this will be an onsite position based in Gainesville, Florida. Frequent travel will be required.

Corporate Engagement Strategy

- Develop and lead the execution of a comprehensive, result-driven fundraising and engagement strategy for the Office of the Vice President for Research to increase philanthropic and research-related support from corporations and industry partners.
- Identify, initiate, cultivate, and steward relationships with key corporate prospects and donors, building long-term partnerships that align with unit and university priorities as well as corporate interests.
- Manage a portfolio of companies, build relationships, develop strategies, and market programs for companies to increase their research-wide engagement.
- Identify appropriate corporate contacts, initiate and attend visits with business executives to explore opportunities for industry, corporate, and research relationships.
- Organize and host on-campus visits for corporate representatives, facilitating meaningful interactions with faculty, researchers, and university leadership, including tours of research facilities and innovation hubs.
- Collaborate and work closely with Office of the Vice President for Research, Corporate & Foundation Relations team, the Interim Senior Assistant Vice President, unit-based corporate colleagues, and major gift teams to identify and support multi-faculty, cross-disciplinary initiatives with potential for large-scale funding opportunities.
- Provide the development and academic communities with information concerning grants available to the University. Propose methods and procedures for obtaining these grants and executing appropriate strategies for corporate support in coordination with the academic and development communities.
- Present the unit's corporate strategies, as well as funding proposals, to appropriate representatives of these sectors.
- Create strategic connections between the Office of the Vice President for Research, University of Florida, and industry partners that foster innovation, enhance applied research, and generate value for both the university and our partners.
- Work collaboratively with multi-disciplinary teams across campus, connecting corporate partners with world class expertise and resources.
- Support faculty members on research grants requiring multi-disciplinary industry partners connecting key contacts and assisting managing relationships.
- Establish UF as a leader in world class innovation by cultivating relationships to facilitate research collaborations.
- Coordinate efforts across university departments to ensure a cohesive and seamless experience for corporate partners, managing strategies that align partnerships with UF's mission promoting open communications for lasting relationships.

- Assess faculty research activities and areas of expertise to identify alignment with industry needs and proactively connect faculty with relevant corporate stakeholders for collaborative opportunities.

Relationship Management

- Support the creation and maintenance of “industry front door” resources to streamline initial contacts to the Office of Research for general industry inquiries. This includes working with appropriate UF offices to maintain and create an “industry front-door” web portal and collateral materials as well as working collaboratively with sponsored research to expedite connections as appropriate to UF researchers.
- Establish and maintain strong, trust-based relationships with corporate and industry executives, functioning as a key liaison and relationship manager on behalf of the unit.
- Maintain collaborative relationships with key UF leadership and colleagues to enhance corporate relations and engagement, assuring corporate engagement-related communications and messaging are clear and consistent.
- Organize and host campus Office of the Vice President for Research visits for corporate representatives.

Fundraising

- Manage all philanthropic solicitation strategies with key corporate partners for the Office of the Vice President for Research, ensuring alignment with institutional priorities and research initiatives.
 - Personally identify, cultivate solicit, and steward corporate and industry prospects, with a focus on building long-term relationships that yield significant philanthropic and research investment.
 - Develop and actively manage a robust portfolio of high-value corporate and industry partners that support the mission and strategic objectives of the VPR and its affiliated research centers and institutes.
- Establish and maintain a targeted portfolio of major gift prospects employing strategic relationship management practices to move prospects through the donor lifecycle—from identification and qualification to cultivation, solicitation, and stewardship.
- Prioritize and lead solicitations from corporations for the Office of the Vice President for Research, ensuring strategic alignment with institutional capacity and donor interests.
- Coordinate and consult on annual sponsorship initiatives with assigned faculty, centers, institutes, programs and student groups. Inventory and market opportunities for annual and multi-year corporate support.
- Responsible for articulating and communicating priorities within the context of the overall UF Advancement mission, goals and objectives.
- Develop compelling, customized major gift proposals that reflect the unit and university’s strategic needs as well as the donor’s philanthropic objectives, presenting opportunities that inspire transformative investment.
- Ensure that all major gifts are recognized and stewarded in a manner that is meaningful to the donor, while also being consistent with the university’s values and advancement best practices.

Qualifications

Master’s degree and eight years of appropriate experience; or a bachelor’s degree and ten years of experience. The ideal applicant will have:

- 5–10 years of experience in corporate engagement within an organization, start-up or higher education institution, strategic partnership development, and fundraising, with a proven track record of cultivating and soliciting major gifts of \$100,000+ from individuals and corporate prospects.
- Prior experience in a college or university setting, with enthusiasm for fundraising in a comprehensive research university and a collaborative, goal-oriented environment.
- Deep knowledge of fundraising principles, methods, and standards, including expertise in solicitation strategy development.
- Exceptional relationship-building skills with senior executives, donors, and internal stakeholders; strong interpersonal and communication abilities.
- Strategic thinker with the ability to translate complex research initiatives into compelling partnership opportunities.
- Strong collaboration and problem-solving skills; a team player with the ability to work effectively across departments.
- Demonstrated commitment to workplace inclusion, stakeholder engagement, and project management in a data-driven environment.

- Proficient in Windows OS, Microsoft Word, Excel, Access, internet browsers, and email platforms; familiarity with donor databases and contact management systems highly preferred.
- The ability and willingness to travel. A valid driver's license and good driving record are essential. *

University of Florida

At the [University of Florida](#), we are feeding communities, healing coastlines, exploring space, curing diseases, powering cities, building industries, and imagining wonders. As the state's most comprehensive university, UF is a land, sea, and space grant institution with ties to every Florida county, a top academic medical center, and much more. The ideas born here gather steam and make tangible impacts. Florida is among the nation's leaders in technology transfer, turning discoveries into companies, products, and jobs. Come join us—let's see where we can go together.

Gainesville, Florida

Gainesville, Florida is a vibrant, welcoming city known for its natural beauty, rich culture, and strong sense of community. As home to the University of Florida and UF Health, it is a hub for education, healthcare, and innovation. With award-winning parks, a thriving arts scene, and a variety of dining and entertainment options, Gainesville offers something for everyone.

Ranked the #1 city to move to in Florida by USA Today in 2024, Gainesville combines small-town charm with big-city amenities—making it a great place to live, work, and thrive. Visit the city's [website](#) for community information.

Compensation

Commensurate with education and experience. The University of Florida offers a competitive benefits package including:

- Affordable State Health Plans: Medical, dental, and vision insurance
- Comprehensive Coverage: Life and disability Insurance
- Secure Retirement Options: Generous plans to safeguard your future
- Robust Paid Time Off: Including 11 paid holidays, family, sick, and vacation leave
- Professional and Personal Growth: Opportunities through UF Training & Organization Development, leadership development, LinkedIn learning, and more
- Tuition Assistance: Benefit from the UF Employee Education Program
- PSLF Eligibility: We are a Public Service Loan Forgiveness Eligible Employer

For more information on our generous benefits, visit: <https://hr.ufl.edu/benefits/>

To be considered, you must upload your cover letter, resume and three references through UF's applicant tracking system: <https://explore.jobs.ufl.edu/en-us/job/537542/executive-director-of-development-corporate-engagement>

For inquiries about employment, UF Advancement, or general questions regarding this posting, please contact:

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