

**Director of Corporate, Foundation, and Grant Relations
Job Posting**

At Des Moines University Medicine and Health Sciences (DMU), we are advancing the future of health sciences through innovation, partnership, and purpose. As a collaborative, mission-driven institution, DMU prepares the next generation of health professionals while strengthening the communities we serve. We are seeking a strategic and relationship-focused Director of Corporate, Foundation, and Grant Relations to lead and elevate the University's corporate and foundation engagement and grant development efforts. This is a high-impact leadership opportunity to shape institutional strategy, secure transformational philanthropic investment, and build enduring partnerships that accelerate DMU's academic, research, and community priorities.

What you'll do:

- Provide strategic direction and leadership for DMU's corporate, foundation, and grant fundraising programs, ensuring alignment with institutional priorities and campaign goals.
- Research, identify, qualify, and evaluate prospective corporate and foundation partners using data analysis, relationship intelligence, and knowledge of regional and national funding landscapes.
- Lead DMU's institutional grants strategy, including prospect research, pipeline development, proposal planning, writing, submission, and post-award stewardship.
- Serve as a trusted fundraising advisor to the President, Vice President for University Advancement, and collegiate deans.
- Travel locally and nationally to meet with prospective donors, foundation officers, and corporate partners.

What we are looking for:

- Bachelor's degree required; advanced degree preferred.
- Minimum of five to seven years of progressive experience in fundraising, corporate and foundation relations, grants, sales, or a related field.
- Demonstrated success securing significant corporate, foundation, and/or grant funding.
- Experience in higher education, academic medicine, or a complex nonprofit organization preferred.
- Proficiency with Raiser's Edge required; experience with Cayuse or comparable grant management systems preferred.

*To see the full job description go to Position Description at the bottom of this posting.

Total Rewards:

Our employees are what make DMU special, so we treat them well! Our Total Rewards reflect this commitment. Qualified faculty and staff enjoy a generous employer contribution towards the medical plan, 10% retirement match, flexible work arrangements, community service time, tuition assistance, professional development funding, and access to wellness facilities with programs that promote a well-balanced lifestyle. Visit www.dmu.edu/employment to learn more about our benefits.

DMU is proud to offer employees generous benefits and perks, paid time off, free use of wellness facilities, and a host of employee engagement and recognition programs throughout the year.

The salary range for this position is \$115,000 - \$120,000 depending on experience.

About:

Founded in 1898, Des Moines University is a premier medical and health sciences institution comprising three colleges– College of Osteopathic Medicine, College of Podiatric Medicine and Surgery, and College of Health Sciences – offering ten graduate degree programs.

Our [mission](#) is to improve lives in our global community by educating diverse groups of highly competent and compassionate health professionals.

It is an exciting time to join DMU. In 2023, we relocated our primary academic and operational offices to a new 88-acre campus in West Des Moines, Iowa, while maintaining an active clinic on our former campus. This state-of-the-art campus includes technology-rich, flexible education spaces that support innovative teaching methods and connect faculty and students across all of our programs. Our new research facilities include a vibrant and spacious open laboratory, designed to foster collaboration and innovation.

DMU enhances our community's quality of life by educating outstanding health professionals and leaders; providing expert, compassionate patient care; serving the community in diverse ways; and stimulating the central Iowa community.

At DMU you will make a meaningful contribution to the dynamic future of Medicine and Health Sciences by supporting a diverse community of faculty and staff with programs and services across the employee lifecycle.

Required Documents:

Resume, cover letter, and contact information for three professional references required at time of online submission. Apply at www.dmu.edu/employment.

Department: Development and Alumni Relations

Status: Exempt

Des Moines University is an equal opportunity employer. We evaluate qualified applicants without regard to race, color, national origin, ethnicity, creed, religion, age, disability, sex, gender, gender identity, sexual orientation, pregnancy, veteran status, genetic information and other characteristics protected by law ("protected class"). Applications from candidates from underrepresented groups are encouraged to apply.