



Philanthropy Officer  
Rhode Island School of Design  
Providence, RI  
<https://www.risd.edu/>

*Send Nominations or Cover Letter and Resume to:*

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Vice President  
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## The Opportunity

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*Contemporary times call for contemporary thinkers.*

Rosanne Somerson  
Co-Editor, *The Art of Critical Making*  
President, Rhode Island School of Design

The mission of [Rhode Island School of Design \(RISD\)](#), through its College and the [RISD Museum](#), is to educate students and the public in the creation and appreciation of works of art and design, to discover and transmit knowledge, and to make lasting contributions to a global society through critical thinking, scholarship, and innovation.

As RISD approaches its sesquicentennial, its Division of Institutional Engagement (IE) is making an unprecedented investment in building a best-in-class team to engage donors, alumni, parents, faculty, and staff in a new wave of philanthropic support. In the introduction to *The Art of Critical Making: Rhode Island School of Design on Creative Practice*, co-editor Rosanne Somerson, then the Provost and now the 17<sup>th</sup> President of RISD, wrote "...artists and designers manifest what has not existed previously — in many cases, what has never been imagined." Candidates who approach their advancement careers with this spirit of innovation, entrepreneurialism, and creativity will thrive in IE's fast-paced, collaborative, and ambitious culture.



## Position Overview – Philanthropy Officer

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### **Summary:**

The Philanthropy Officer employs customer relationship management skills to identify, cultivate, solicit, and steward new and existing donors. Concentrating efforts on regionally based alumni, parents, and friends, the Philanthropy Officer cultivates and solicits a portfolio of 150 major gift prospective and current donors, conducting at least 150 personal visits annually. In addition, this individual directs the recruitment, staffing, and stewardship of groups of volunteer committees, possessing major gift giving potential, that cultivate support for RISD. The Philanthropy Officer devises personalized engagement plans for each assigned prospect, leveraging RISD cultivation opportunities, and presents gift opportunity proposals that speak to a donor's philanthropic goals while supporting the mission and goals of the College. The individual develops and implements a comprehensive multi-year plan and timeline for assessment, cultivation, solicitation, and stewardship of assigned prospects, meeting or exceeding personal productivity goals. The Philanthropy Officer employs the Raiser's Edge database to manage prospective donor strategies and moves, documenting all prospect interactions in a complete and timely fashion.

### **Essential Functions/Duties:**

- Identify, cultivate, solicit, and steward assigned prospective donors through face-to-face visits, engagement events, and other means. Oversee and/or personally execute solicitation and closing gifts to secure major gifts in support of annual, endowment, and capital funds.
- Manage and maintain a portfolio of 150 prospective and current major donors at the \$100,000+ level.
- Direct the recruitment, staffing, and stewardship of groups of volunteer committees, possessing major gift giving potential, that cultivate support for RISD.
- Develop and execute an annual solicitation plan for submitted proposals and gift closures providing gift projections of commitments.

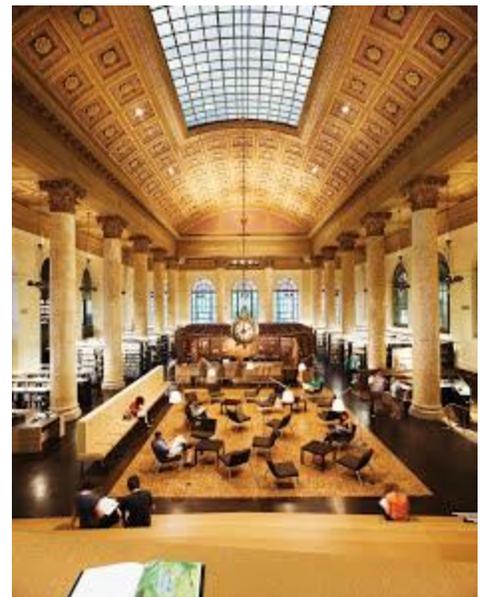
- Maintain a rigorous schedule of personal contacts with assigned prospects, creating moves management plans related to them that include strategies of engagement and solicitations.
- Work with Institutional Engagement events team to conceptualize, plan, and implement RISD events in assigned territory(ies) that build the RISD brand and foster deeper engagement among top prospects and philanthropists in that area.
- Work with Institutional Engagement stewardship team to develop and execute high quality stewardship plans, maintaining detailed records, for assigned prospects that sustain successful relationships.
- Participate in Raiser's Edge prospect tracking/management system, which identifies, assigns, rates, and tracks assigned prospects, complying with department policies and procedures.
- Conduct independent research through the Institutional Engagement database, Internet sources, and referrals from RISD representatives and volunteers to identify and appropriately engage assigned prospects.

### ***Required Qualifications:***

- Bachelor's degree required.
- Five years+ of fundraising (or related sales) experience devising and executing five-figure and six-figure solicitations.
- Experience in a campaign environment preferred.
- Proven ability to communicate and present persuasively.
- Strong organizational skills.
- Demonstrated effectiveness in outreach to volunteers and other fundraising partners.
- Interest/experience in art and design desirable.

Rhode Island School of Design does not discriminate on the basis of race, color, religion, age, sex, sexual orientation, gender identity or expression, disability, national origin, veteran status, or any other characteristic protected by law in admission to, participation in, or administration of its educational programs and activities; in employment; or in its other programs and activities.

RISD complies with all applicable state and federal statutes, including Title IX of the federal Higher Education Amendment of 1972, which prohibits discrimination on the basis of sex under any education program or activity receiving federal financial aid. Sexual assault and sexual harassment are forms of sex discrimination prohibited by Title IX. [Learn more about RISD's commitment to Title IX.](#)



## Institutional Engagement Overview



The Division of Institutional Engagement advances RISD's mission by strategically fostering lifelong relationships with alumni, parents, friends, and organizations to strengthen goodwill and philanthropy. Its vision is to ensure that any person or organization who engages with RISD becomes an advocate and donor. The Division includes a development team of frontline fundraisers, a campaign planning and strategy team responsible for implementation of programming and communications, an alumni relations team that engages alumni and families, and an

advancement operations team responsible for data integrity and technology. Together, they are executing an [IE strategic plan](#) with the following goal:

### Division of Institutional Engagement Goal: Be the BEST

- **Build** an organization and campaign that position philanthropy as a vital revenue stream for the College and Museum;
- Create sustainable opportunities to **Engage** alumni, parents, friends, students, staff, and donors in support of the priorities of the College and Museum;
- Invest in staff, systems, and processes that support a long-term performance-based high-achieving culture, essential to the **Success** of the institution; and
- Create an IE communications organization to **Tell** the impact of philanthropy on the College and Museum, inspiring pride and advocacy.

On the heels of a [record-setting fundraising year](#) in 2018, FY19 is on track to break that threshold with a projected \$30 million raised by June 30. The Division works with a prospect pool that includes more than 30,000 alumni living and working around the world, amongst which are renowned artists, designers, musicians, celebrities, politicians, business people, athletes, and others who value the sense of community and commitment that are so central to their RISD experience.

In the past decade, RISD has seen a 46% increase in first-year applications and the number of students who qualify for federal financial aid has jumped by 57%. Currently, the College has an operating budget of \$150 million and an endowment of approximately \$350 million. Access is of critical importance as RISD looks to the future. In 2017, RISD became the first arts and design college to join the select ranks of the American Talent Initiative, which aims to expand the numbers of accomplished low- and moderate-income students at



some of the nation's most selective schools of higher education. The College aims to place a RISD education within reach of a larger, more diverse pool of talented students, in particular those from constituencies that are underrepresented in the fields of art and design. As such, increasing financial aid and additional support for students is an institutional priority. This past year, 100% of first-year students who demonstrated financial need received some aid, but more remains to be done.



In addition to financial aid priorities, RISD depends on high-quality facilities to provide the environments, tools, and conditions that activate student learning, enable exploration, and serve as the fundamental framework of an exceptional art and design education. RISD occupies 50 buildings located in the heart of downtown Providence and has deepened its commitment to studio-based education and to the stewardship of its campus. RISD has completed a comprehensive planning process that identifies how it can best transform its campus to energize learning, discovering, collaborating, and making. Informed by renewed commitments and planning, RISD has developed a series of capital projects for the core campus that will animate its immersive residential learning environment.

## Location

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### ***Providence, Rhode Island:***

Aptly deemed The Creative Capital, Providence, Rhode Island has earned a reputation for being an arts and cultural mecca. With the largest number of working artists per capita in the country, the city boasts a vibrant mix of galleries, theaters, and museums. Providence combines the accessibility and friendliness of a small city with the culture and sophistication of a bigger cultural center.

Learn More: [Providence, RI](#)

### ***Background Checks:***

Prior to submitting your resume for this position, please read it over for accuracy. Lindauer does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

To learn more, call 617-262-1102  
or send nominations or cover letter and resume to:  
Lisa Abair Vuona, Vice President at  
[lvuona@LindauerGlobal.com](mailto:lvuona@LindauerGlobal.com)

All inquiries will be held in confidence.



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## Appendix

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### ***RISD Leadership:***



**Rosanne Somerson**  
***President***

A designer, professor, and academic leader, President Rosanne Somerson has been advancing art and design since she was a student at RISD in the 1970s. She returned to the College in the 1980s to teach and in 1995 founded the Furniture Design Department before serving as Provost and chief academic officer. As RISD's 17th President she is committed to expanding inclusion, equity, and access in order to enhance a genuinely rich learning environment. President Somerson also maintains a creative practice, designing furniture for exhibitions and commissions, and frequently speaks and writes about the power of art and design in advancing life in the 21st century.

Learn more: [Rosanne Somerson](#)

### ***Institutional Engagement Leadership:***



**O'Neil A.S. Outar**  
***Vice President, Institutional Engagement***

O'Neil A.S. Outar joined RISD's leadership team in January 2018, bringing more than 20 years of fundraising and leadership experience from some of the world's leading public and private research universities. He began his career at Tufts University, where he served as director of the Fund for Arts, Sciences, and Engineering during the university's \$609 million *Tufts Tomorrow* campaign. From there, Outar held several ascending leadership roles at the Massachusetts Institute of Technology, leading the work that secured some of MIT's largest-ever donations.

Learn More: [O'Neil Outar](#)