



Washington University in St. Louis

Director of Annual Giving Programs

Washington University in St. Louis, one of the premier teaching and research institutions in the world, seeks a Director of Annual Giving Programs to assume leadership of a successful and growing annual fund. WUSTL is on track to reach its 2008/2009 goal of \$20 million which represents an 8% increase in annual giving revenues. The Program boasts a strong donor base at the \$1,000-\$25,000 level and more than 500 volunteers throughout the U.S. including regional fundraising committees in 20 cities. The Director of Annual Giving Programs will report to the Executive Director of Development and will supervise 12 staff members in a highly team-oriented development department. Building on the success of the University's recent \$1.55 billion campaign, on July 1, 2009, the University will launch the Annual Giving Initiative a mini-campaign with a goal of \$30 million in annual revenue by June 30, 2014.

Founded in 1853, Washington University is a world class, independent university enrolling 6,500 undergraduate and 5,500 graduate and professional students. It is dedicated to challenging its faculty and students alike to seek new knowledge and greater understanding of an ever-changing, multicultural world. The University, which boasts scores of Nobel laureates among alumni and faculty, draws students and faculty to St. Louis from all 50 states and more than 110 nations. WUSTL is highly regarded for its commitment to excellence in learning, offering more than 90 programs and almost 1,500 courses in facilities encompassing 2,362 acres and more than 150 major buildings on the numerous campuses across St. Louis. To learn more about Washington University, please explore www.wustl.edu.

Qualifications: The successful candidate will be a superior development professional with the energy and dedication to steward high level donors while providing the strategic leadership and oversight of the annual fund - a cornerstone of Washington University's nationally recognized development program. The position will require the ability to personally solicit annual gifts of \$10,000-\$50,000. A computer literate manager who can think strategically, communicate articulately, and lead skillfully, the new Director will be able to work effectively with all institution constituents including faculty, staff, students, alumni, parents, and friends of the University. He or she will have significant autonomy in program innovation, policy development, and problem solving within the annual fund. A bachelor's degree is required.

Located near the confluence of the Mississippi and Missouri Rivers, St. Louis is the largest metropolitan area in Missouri, with approximately three million residents. The vibrant hub of cutting edge biotechnology and research, St. Louis is home to major commercial and industrial entities, myriad cultural and recreational amenities, and educational institutions. There are numerous opportunities for two income families in the region, and lifestyle choices are expanded by the many affinity based neighborhoods that comprise the city.



For a confidential discussion
call 800-992-9277.
www.rpa-inc.org

Application: Please submit letter of application and resume to RPA Inc. at wustl@rpa-inc.org using Annual Giving Search in the subject line. Review of the candidate pool will begin immediately and continue through August 14, 2009. Applications will be accepted until the position is filled. Washington University is an Equal Opportunity/Affirmative Action Employer.