



Founded in 1853, **Washington University in St. Louis** is a world-class University built on a 169-acre Hilltop Campus that enrolls approximately 6,500 undergraduate and 5,500 graduate and professional students from 50 states and 90 countries. The University is counted among the world's leaders in teaching as well as research, and the University recently completed a successful \$1.3 billion campaign that finished over goal at \$1.55 billion. To learn more about Washington University, please explore www.wustl.edu.

Director of Annual Giving Programs

A dynamic professional opportunity for an outgoing, imaginative, and motivated individual to become the new **Director of Annual Giving Programs** is available. Reporting to the Executive Director of Development, the Director will oversee four direct reports and be responsible for providing fundraising leadership and direction to an already-successful annual giving program. Having raised \$17.88 million last fiscal year, the annual fund is poised to continue that success with an aggressive outlook. The Director will have an opportunity to work closely with dedicated faculty and volunteers as well as join an advancement department that is highly team-oriented.

Qualifications: Requirements include a bachelor's degree; significant background and experience in fundraising, preferably at the management level; and the ability to articulate a persuasive case for annual support of the University. The successful candidate will have superior management, organization, and planning skills; a track record of program development and implementation; significant experience working productively with alumni and parent volunteers; attentiveness to detail; and highly developed computer skills including experience with constituent relations software. S/he must be able to work and communicate effectively, orally, and in writing, with a broad range of internal and external constituents including faculty, staff, students, alumni, parents, and friends of the University as well as work independently, solve problems, and handle confidential information.

Director of Reunion Class Giving

The University also seeks an exemplary and team-oriented professional to become its new **Director of Reunion Class Giving**. Reporting to the Director of Annual Giving Programs, the Director will work closely with the annual giving, alumni relations, and planned giving departments as well as other senior staff to ensure continued success and growth. Reunion giving focuses on undergraduate alumni, and, in the past year, raised \$8.3 million from 12 classes, furthering restricted, endowment, planned giving, and annual fund goals.

Qualifications: Requirements include a bachelor's degree as well as major gift and capital campaign experience, preferably in higher education. A demonstrated commitment to higher education and the ability to articulate a persuasive case for annual support of the University as well as an ability to manage multiple projects simultaneously, working both independently and as a team member, are essential. The successful candidate will possess an exceptional ability to think strategically and analytically, excellent interpersonal skills, sound judgment, and experience handling confidential information. Strong initiative, creativity, and attention to detail are needed. High energy level, sense of humor, enthusiasm, and flexibility are a must.



For a confidential discussion
call 800-992-9277.

www.rpainc.org

Application: Please submit letter of application and resume to RPA Inc. at wustl@rpainc.org using Annual Giving Search or Reunion Class Giving Search in the subject line. The first review of candidates is October 24, 2008. Applications will be accepted until the position is filled. Washington University is an Equal Opportunity/Affirmative Action Employer.