



**HOWARD**  
**UNIVERSITY**

**Director of Development,  
Corporate & Foundation  
Relations**

**Washington, DC**

# An Unprecedented Time for Howard University



Left to right: Vice President Kamala Harris; Chadwick Boseman; Isabel Wilkerson; Former Rep. Elijah Cummings; Taraji P. Henson

Howard University, bolstered by an active and energetic alumni base, is experiencing historic and unprecedented institutional and philanthropic growth. With a more visible profile in elite higher education, the University has embarked on a significant expansion of and investment in its Advancement efforts. If you are an enthusiastic professional looking for a chance to make a difference, now is the time to join this historic institution and become a part of something great.

Howard University has put into action an ambitious, yet attainable, fundraising strategy that seeks to enhance the Howard experience well beyond the bounds of Washington, DC.

Are you ready to join this historic movement and bring about tangible change to Howard and beyond? Continue reading to learn more about the University, these exciting opportunities, and how you can utilize your talent in elevating Howard's mission of Truth & Service.

## Highlights

- ❖ In June 2020, Howard University received a **\$40 million gift**, the largest gift from a single donor in the University's history.
- ❖ Since 2019, Howard University has received **eight of its nine largest gifts** in its 153-year history.
- ❖ In March 2022, Howard announced the construction of **a new STEM complex, a new Health Sciences Complex, and a Center for Arts and Communications**, all slated for a 2026 completion date.

# Veritas et Utilitas.

Excellence in Truth and Service is Reflected in all that we do.

Since 1867, Howard has awarded more than 130,000 degrees in the professions, arts, sciences, and humanities. Howard ranks among the highest producers of the nation's Black professionals in medicine, dentistry, pharmacy, engineering, nursing, architecture, religion, law, music, social work, and education.

The University has long held a commitment to dismantle systems and processes that marginalize and harm people in American society and throughout the world. The goal is the elimination of inequities related to race, color, social, economic, and political circumstances. As the only truly comprehensive predominantly Black University, Howard is one of the major engines of change in our society. Through its traditional and cutting-edge academic programs, the University seeks to improve the circumstances of all people in the search for peace and justice on Earth - Howard prepares men and women to advance social justice and the preservation of human liberty.

Regarded as one of the most prestigious institutions of higher learning, current enrollment is nearly 10,000 undergraduate, graduate, and professional students representing 45 states and territories, and 9 nations. The University continues to prepare Black scholars in every field and across the globe.



## Director of Development, Corporate & Foundation Relations



The Director of Development, Corporate and Foundation Relations reports to the Assistant Vice President of Institutional Giving. This mission-critical position meets fundraising goals by identifying, engaging, cultivating, and soliciting significant gifts from a promising portfolio of current and prospective corporate and private foundations. The Director develops and stewards relationships with corporate and foundation leaders locally, regionally, and nationally to develop opportunities to submit proposals and secure grants.

The Director will stay informed of program and project priorities for the University; analyze, interpret, and match those with prospects' giving priorities; and gather information and materials to develop proposals, ensuring completion of submission requirements and deadlines. The Director will oversee the preparation of briefings and reports to keep funders and project directors well informed. Working collaboratively with development and communications staff, the Director will develop compelling materials and talking points to maximize fundraising results.

### Principal Accountabilities

The **Director of Development, Corporate & Foundation Relations** will:

- Manage and grow a portfolio of corporate and foundation donors and prospects.
- Stay informed about emerging programs and projects across the University to anticipate future funding needs and possible resources.
- Assist in the shaping of programmatic project ideas to develop fundable projects based on knowledge of funder priorities.
- Develop strategies for engaging prospective funders, involving as appropriate program directors, deans, vice presidents, and other campus leaders in cultivation, solicitation, and stewardship.
- Manage the Grantwriter, ensuring established priorities and deadlines are met, and supporting timely access to information to complete proposals. Review and edit complex proposals, letters, and briefings, as appropriate.
- Collaborate with Development and Alumni Relations colleagues to leverage relationships with alumni and other individuals into opportunities to submit proposals to institutional donors.

# The Candidate

## Minimum Requirements:

- A bachelor's degree is required.
- At least seven years of successful corporate and private foundation fundraising experience, preferably in higher education or a comparably complex organization.

## Core Competencies:

- Experience with grant-seeking processes and strategies, including research, identification, cultivation, and stewardship of institutional donors.
- Excellent oral and written communication skills. Ability to establish and maintain effective working partnerships – including deans, faculty and program leaders, Development colleagues, and others.
- Intellectual curiosity; ability to comprehend the key aspects of University programs and projects and align Howard's funding priorities with institutional funding opportunities.
- Motivation to meet short-term goals while balancing positive long-term relationships with current and prospective funders.
- Strategic, analytical, and persistent; able to achieve long-term goals through careful planning and moves management.
- Knowledge of and adherence to policies and procedures related to acceptance and use of restricted funding; willingness to identify and rectify instances where restricted funds are not used as required.
- Knowledge of database software (The Raiser's Edge preferred) and Microsoft Office.

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To learn more and apply, please visit:

<https://waterstonehc.com/driwaterstonehc/position/hu-dod-corp-fdn-relations/>

DRi/Waterstone Human Capital is an executive search and development consulting firm that recruits senior leaders and works with them to build talented teams, create bold strategic plans, and design powerful fundraising programs.

Howard University is an Equal Opportunity Employer and is seeking a diverse slate of candidates for formal consideration.

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