

The University of Arizona, College of Engineering is hiring! Join our team! We are seeking a **Director of Corporate and Industry Relations** to cultivate relationships, forge partnerships and share our vision for success! Check out this link for details and to apply: <https://uacareers.com/postings/44100>

Job overview: The Director, Corporate and Industry Relations will report to the Senior Director of Development and Alumni Relations and will be responsible for building support for the College of Engineering by cultivating relationships, forging partnerships, and increasing awareness of the College's research, teaching and scholarship mission to industry and corporate liaisons. The Director will be responsible for the year-round solicitation and procurement of funded senior projects from corporate and industry sponsors to ensure an adequate number of real-life projects for the growing the undergraduate population of the College.

The Director will also serve as the primary liaison between the College of Engineering and corporate contacts, specifically with regard to Senior Design Projects. The Director will have significant responsibilities for developing and maintaining corporate relationships and will steward these relationships for the benefit of the College of Engineering beyond the Senior Design experience.

The Director will work in cooperation with the College of Engineering Associate Dean for Research and the College's Engineering Research Administration Services (ERAS) to ensure that corporate-sponsored research requirements are managed properly and in accordance with University of Arizona policy. The Director will be responsible for understanding the full range of corporate giving from sponsored research to institutional philanthropy to work force development goals.

See: <https://uacareers.com/postings/44100> for the full job description

Knowledge, experience and skills:

- Ability to work with external constituents and corporate/industry leaders.
 - Knowledge of corporate culture and the ability to cultivate relationships with key corporate and industry personnel.
 - Ability to negotiate, secure, and close gifts of \$10K and above.
 - Ability to understand and work within budgetary procedures, policies and restrictions.
 - Ability to work with academic and administrative staff members and understanding of issues pertaining to business and economics.
 - Excellent communication and interpersonal skills.
 - Exceptional organizational skills.

Minimum qualifications:

- Bachelor's degree in engineering or business or other relevant discipline.
 - At least three years of major gift development in higher education and/or the nonprofit sector, or equivalent.
 - Demonstrated knowledge of fundraising principles and procedures.
 - Demonstrated experience handling sensitive and confidential information using tact and discretion.
 - Proficiency with Microsoft Office Suite of products, particularly Word, Excel, and PowerPoint.
 - Experience with CRM systems or constituent databases.

Preferred qualifications:

- Demonstrated success in a corporate relations role or equivalent experience.
 - Supervisory experience.
 - Corporate experience.

Full-time, salaried, benefits

Salary: \$95,000 (DOE)

Apply online at: <https://uacareers.com/postings/44100>