



Director, Industry Relations

Department: 11007 - Advancement
Requisition Number: 69648
Location: Boulder, Colorado
Employment Group: University Staff
Schedule: Full-Time
Posting Date: 01/26/2026
Posting Close Date: 02/22/2026

Job Summary

Advancement at CU Boulder encourages applications for a Director, Industry Relations! Reporting to the Senior Director of Industry Relations, this position is a key individual contributor for the Industry and Foundations Relations team (IFR). The Director, Industry Relations manages a portfolio of partners, including industry prospects that can invest in excess of \$100,000+, that help further the mission and goals of the university.

The Industry Relations team is organized around liaison assignments, and the Director will be responsible for providing leadership and corporate partnership strategy to the following campus partners primarily; Leeds School of Business and the College of Arts & Sciences. Additionally, they will support campus initiatives of sustainability and quantum work through industry partnerships. They will be responsible for developing, managing, and sustaining the university's comprehensive relationship with key external industry partners as a liaison to these particular groups.

Who We Are

At CU Boulder Advancement, we are committed to fostering an environment where everyone matters and all can thrive. This dedication is rooted in our core values and our mission to drive impactful fundraising and engagement. Our team actively engages in learning, reflection, and the transformation of systems, policies, and practices that perpetuate oppressive ideologies—including racism, sexism, ableism, and heterosexism. We recognize our responsibility to lead by example in building a supportive and inclusive culture for both internal colleagues and external partners. We hold ourselves accountable through individual and divisional goals that continuously assess our progress, growth, and outcomes—ensuring alignment with our mission and values every step of the way.

What Your Key Responsibilities Will Be Partnership Development and Strategy

- Manage a portfolio consisting of ~40 industry prospects.
- Develop strategies for each industry partner in portfolio and identify, cultivate, solicit, and steward relationships with industry partners.
- Work across matrixed corporate organizational structures to engage companies at various levels, from university relations to C-suite executives.
- Proactively engage in dynamic external relationship-building activities through calls, travel and utilization of research resources to identify and discover new potential partnerships that lead to strong, sustained partner relationships and proposal invitations. This will include individual discover work as well as working in partnership with the IFR Program Manager and Advancement Research teams on proactive discovery work.
- At a director level, it is expected that a majority of activity with industry will focus on major gifts and grants (\$100k+), with a goal of growing industry relationships to a principal level (\$3M+).
- Host executive campus visits to include, but not limited to, research presentation, tours, roundtable discussions, etc.
- Ensure prospect strategies and agreements are detailed, contact reports are filed,

and stewardship plans are carried out.

- Tracks and meets goals relating to core metrics. Core metrics will be determined in partnership with the Senior Director.
- Conduct regular in-state and out-of-state travel to meet with partners.

Collaboration and Internal Development

- Partner closely with faculty, staff, and college leadership within college liaison assignments to ensure alignment of research, scholarship, workforce development, and support initiatives to represent CU Boulder to potential industry partners effectively and strategically.
- Work with campus partners, including Research and Innovation Office colleagues, Career Services, and academic leaders to initiate partnerships that benefit the University's mission and require cross-collaborative approaches to successful industry partnerships.
- Serve as the lead IFR resource for policies, procedures, and industry trends for corporate and philanthropy within college liaison assignments.
- Serve as a strategic liaison between the Industry and Foundation Relations team and campus partners, including faculty, unit heads, and leadership. Build trust and develop collaboration to advance foundation engagement. Share insights and opportunities with IFR colleagues and advancement leaders, promoting a culture of collaboration and shared success across the CU system.
- Develop a trusting and collaborative working relationship with all campus partners.

What You Should Know

- This position will require local, regional, and out-of-state travel to meet with donors.
- This position has the ability to work a hybrid schedule with some days on campus and some days remote.
- This position will occasionally be required to work evenings/weekends.

What We Can Offer

The salary range is \$105,000 - \$125,000 annually. Relocation assistance is available within Advancement guidelines.

Be dynamic. Be innovative. Be Boulder.

What We Require

- Education: Bachelor's degree or equivalent experience or combination of education and experience may substitute.
- Experience: 5+ years of professional, job-related experience.

What You Will Need

- Strong understanding of corporate giving trends, initiatives, and the ability to assess the financial impact of corporate partnerships.
- Expertise in structuring mutually beneficial partnerships and identifying new revenue streams for the university.
- Solid knowledge of giving vehicles for corporate partners and ability to navigate corporate needs with university priorities.
- Phenomenal organizational skills with the ability to manage multiple, sophisticated projects simultaneously. Ability to adapt to shifting priorities and set timelines.
- Ability to take constructive feedback from leadership and campus partners.
- Ability to champion the shared values of the Office of Advancement.
- Ability to exercise a high degree of tact, discretion, and collaboration in working with a diverse range of constituents including employees, students, volunteers, alumni, donors, and campus colleagues.
- Great relationship building skills.
- Growth mindset, team-oriented approach, resilience and perseverance.

What We Would Like You to Have

- Demonstrated experience in securing corporate funding at \$100,000+ or greater.
- Experience at an R-1 university.

- Advanced degree or equivalent experience.
- Experience working with faculty.
- Relevant work experience in a Business or Arts and Sciences school.
- Software Used: Microsoft Office Products; donor tracking software CRM (Salesforce experience advantageous).

Special Application Instructions

To apply, please submit the following materials:

1. A current resume.
2. A cover letter that specifically tells us how your background and experience align with the requirements, qualifications, and responsibilities of the position.

We may request references at a later time.

Please apply by **February 22, 2026** for consideration.

Note: Application materials will not be accepted via email. For consideration, please apply through [CU Boulder Jobs](#).

Posting Contact Name: Boulder Campus Human Resources
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