Leadership Profile

Foundation for Food and Agriculture Research

Director of Development

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ACADEMIC SEARCH
The Foundation for Food and Agriculture Research (FFAR) is seeking an exceptional Director of Development (DD) to secure support for complex agriculture and food research programs and events with multi-million dollar funding goals. FFAR is a powerful new non-profit organization created in 2014 by federal statute, with a distinguished Board and Executive Director. Its mission is to catalyze innovation to solve pressing food and agriculture challenges that affect the lives of all Americans. FFAR is funded by $200 million in federal appropriations, and it must leverage these public funds with private resources to increase the scientific and technological research, innovation, and partnerships critical to enhancing sustainable production of nutritious food for a growing global population.

The founding Director of Development will be responsible for maintaining and building strong funding relationships with current corporate and foundation donors, creating strategies to develop new prospects for first-time FFAR partnerships, and using these strategies to successfully reach FFAR fundraising goals.

About FFAR

The Foundation for Food and Agriculture Research builds unique partnerships to support innovative and actionable science addressing today’s food and agriculture challenges. Leveraging public and private resources, FFAR to working to increase the scientific and technological research, innovation, and partnerships critical to enhancing sustainable production of nutritious food for a growing global population. While developing the 7 targeted research areas, FFAR met with over 100 groups to listen to different perspectives on the most pressing issues. It will take outside-the-box, interdisciplinary thinking to truly transform our food system. When soliciting research proposals or building a team, FFAR includes experts with diverse backgrounds and in different fields, and perspectives from different sides and stages of an issue. The foundation continues to welcome insight from all facets of the food system: from scientists conducting food and agricultural research, to farmers in the field, to members of the public deciding what to feed their families each day. To drive socially feasible and economically viable solutions, the foundation seeks stakeholder input starting at the research design phase. Tangible results direct all FFAR research.

FFAR has seven Research Target Areas:

- Improving plant efficiency
- Optimizing agricultural water use
- Transforming soil health
- Enhancing sustainable farm animal productivity, resilience, and health
- Achieving a deeper understanding of nutrition and healthful food choices
- Managing food production systems to enhance human nutritional outcomes
- Spurring food system innovation
To maximize the Foundation’s impact potential, FFAR is committed to complementing and not duplicating existing research endeavors.

**FFAR Programs**

**New Innovator in Agricultural Research Program:**
The New Innovator in Agriculture Research award will fund new faculty, their graduate students, and post-doctoral scholars to conduct innovative research that will lead to expanded availability of food and facilitate the global practice of sustainable agriculture as the world’s population grows to more than 9 billion people by the year 2050. The program is intended to shine a spotlight on food and agriculture sciences and elevate the field to the level of prestige that the biomedical sciences enjoy.

The Foundation is currently seeking partners who share the Foundation’s vision to build a strong and vibrant agricultural scientific workforce of the future.

Up to ten awards will be issued each for a total of up to $600,000 for three years.

**Rapid Response Program:**
When emergency situations arise, response time is critical. The Foundation for Food and Agriculture Research Rapid Response Program will allow for the nimble deployment of research, education, and outreach support from FFAR in the event of a sudden and unanticipated threat to the nation’s food supply or agricultural systems.

The FFAR Rapid Response Program will allow researchers and outreach professionals to act as first responders to the crisis. This rapid funding will bridge to traditional funding sources that require more time and capacity to obtain.

Timeline and proposal submission information will be announced by early 2016.

**Leadership**

The Foundation for Food and Agriculture Research staff brings passion and experience to growing and nurturing this fledgling organization. In close collaboration with the Board of Directors, the FFAR staff and administration are working to build partnerships and fund innovative and actionable science that will help feed our future world.

FAR’s Board of Directors includes 14 voting members, and five ex-officio members designated by Congress. FFAR’s inaugural board included seven voting members selected from lists of nominees provided by industry, and eight from candidates nominated by the National Academy of Sciences. The board is chaired by former Secretary of Agriculture Dan Glickman.

Sally Rockey, Ph.D, the former National Institutes of Health (NIH) deputy director for extramural research, was named the FFAR’s first Executive Director in September 2015. Rockey brings a wealth of scientific knowledge, leadership, and research administration experience to FFAR. Prior to joining the NIH in 2005, Rockey spent 19 years of at the U.S. Department of
Agriculture (USDA), where she oversaw the competitive research component of the Cooperative State Research, Education, and Extension Service, which is today’s National Institute for Food and Agriculture. There, Rockey established the National Research Initiative and led expansion of its programs. As executive director, Rockey will steer FFAR’s approach to addressing challenges in food and agriculture through funding cutting edge research, fostering public-private sector collaboration, and supporting young scientists in the agricultural field. Her familiarity with the global scientific research landscape will inform Rockey’s defining role in charting FFAR’s strategic direction.

More information about FFAR can be found at [www.foundationfar.org](http://www.foundationfar.org)

**The Opportunity**

The Director of development will be an executive level administrator that will lead the fundraising of this innovative new foundation.

**Key Responsibilities:**

- Meet revenue targets by identifying, engaging, cultivating, and ultimately soliciting funds from donors and prospects.
- Recognize and respond to evolving fundraising opportunities and be adept at navigating shifting priorities.
- Build long-term relationships with FFAR partners through timely reports; written, telephone and face-to-face communication; events, etc. Serve as the relationship manager for an existing portfolio of major partners.
- Coordinate and produce cultivation, solicitation and stewardship strategies and materials.
- Design the annual development strategy and plan for the organization, in support and partnership with the Executive Director, including identifying funds needed, preferred prospects and targets, and approaches.
- Design and successfully implement project specific fundraising processes to meet FFAR requirements for project level private sector matches.
- Identify and develop new prospects for FFAR partnerships, seeking to expand the organization’s donor base beyond the agricultural and food sectors to include other types of corporations, foundations and organizations.
- Develop and maintain in-depth knowledge and understanding of the agriculture and food industry and FFAR’s vision, mission, goals and core values.

**Ideal Qualifications:**

- Strategic thinker, who is also creative, resourceful, and collaborative.
• 5 or more years of demonstrated success in corporate/foundation development; experience with the agriculture and food industries, or other related sectors that share goals with FFAR, will be a strong plus factor.

• Experience gathering, analyzing and interpreting information to write compelling, nuanced and effective proposals/cases for support.

• Ability to quickly come up to speed on and speak effectively about complex programmatic material, while conveying FFAR’s vision, mission, goals and core values.

• Excellent presentation and communication skills to deliver fundraising pitches, ideas and project updates to a range of audiences in a clear, inspiring and confident way.

• Efficient, able to multi-task and demonstrate attention to detail, over a wide range of types of projects, from multi-million dollar proposals and long-term relationships, to more immediate event planning and meeting preparation.

• Persuasive, tenacious and proactive; self-starting, energetic and independent.

• Commitment to continuous improvement.

• Bachelor’s degree required; advanced degree or certification in relevant disciplines will be plus factors.

**To Apply**

Nominations, applications, and inquiries may be sent in confidence. Full consideration will be given to applications received by December 24, 2015, but review of applications will continue until the position is filled. Application materials (to include a letter of interest, curriculum vitae, and the names, addresses, telephone numbers, and email addresses of five references—who will not be contacted without permission) must be electronically submitted to:

**FFARDirector@academic-search.com**.

The search is being led by William F. Howard, Vice President & Senior Consultant for Academic Search, Inc., who can be reached at **wfh@academic-search.com** or 202-263-7489 for confidential discussions about this opportunity.

**FFAR is an equal opportunity employer. Applicants are considered for positions without regard to race, color, religion, sex, national origin, age, physical or mental disability, genetic information or any other category protected by applicable federal, state or local laws, and applications are encouraged from individuals who may fall into any such groups, as well as from veterans and uniformed service members.**

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