

Director of Strategic Partnerships

Position Description

The Foundation for Food & Agriculture Research (FFAR) invites applications and nominations for a highly motivated and dynamic individual to join our team as a Director of Strategic Partnerships. The Director will leverage FFAR's existing funding and relationships and will work proactively with our Scientific Program Directors to increase funding for FFAR's collaborative scientific research projects. The Director will also participate in general fundraising efforts for FFAR. Successful experience working with scientists and building collaborative research projects is key, and familiarity with the food, agriculture and research environments will be an advantage. Working with FFAR's Scientific Programs staff, the Director will proactively cultivate, solicit, and steward prospect and donor relations to support project-specific funding.

An existing Director of Strategic Partnerships currently conducts partnership and development functions to support scientists in all these challenge areas, with the support of a research and development officer. After selection and appointment of the new Director, another research and development officer will be hired, and this Director will have supervisory responsibilities for that writer/researcher.

In addition, FFAR's six Scientific Program Directors are very involved in raising matching funds for their research initiatives. Thus, coordination of fundraising with the Science Team will be a key part of this role. This position will report to FFAR's Chief Development Officer and will closely coordinate with the other Director of Strategic Partnerships and other development staff for prospect cultivation, solicitation, stewardship, and execution of goals and strategic objectives.

Duties and Responsibilities

- Work with a portfolio of research partners, donors and prospects through the partnership and giving cycle from research and identification through engagement, solicitation, closure of support and stewardship on restricted or project-specific support
- Support the creation of customized solicitation packages and project materials
- Work directly with the Chief Development Officer and Scientific Program Directors to identify and prioritize program and initiative needs, opportunities, and program defined donor value and ROI
- Conduct thorough and appropriate introductions or follow-up with contacts at conferences and FFAR convening events
- Plan and execute personal face-to-face visits to fulfill project team solicitation strategies, goals, and metric targets



- Collaborate and coordinate with FFAR Communications, Program, Operational and Development staff on events and related activities
- Contribute to FFAR's overall strategic goals and operating plans by assisting development operations and related duties as required

Qualifications

- Bachelor's degree required; advanced degree preferred
- A record of progressively responsible development or collaborative scientific funding experience
- Experience at a research or non-profit organization desired, or a proven track record in collaborative scientific project funding and development in a government or commercial setting
- Demonstrated success in soliciting and closing restricted or project-specific institutional gifts or establishing and closing successful joint venture arrangements
- Proven track record in building successful donor and key stakeholder relationships
- Demonstrated ability to effectively work independently and as part of a dynamic team
- A high tolerance for ambiguity and complexity, as well as experience and skillsets in working with diverse personalities and distilling and synthesizing highly technical program information
- A creative, proactive, organized and detail-oriented work style
- Demonstrated time management skills and ability to multi-task, troubleshoot, and follow through in a fast-paced environment
- Superior interpersonal, listening, oral, and written communication skills
- Experience working at national-level organizations
- Experience working at a science-related organization or possessing a degree in food and agriculture fields, environmental science or sustainability, biological sciences, or other related fields
- High intelligence; low expressed ego
- Willingness to travel

Application and Nomination Process

FFAR has retained Academic Search to assist with this search. Applications, nominations, and expressions of interest can be submitted electronically, and in confidence, to FFARDirector@academicsearch.org.

Applications will be actively reviewed on a rolling basis as submitted and will be received until an appointment is made. Applications should consist of a substantive cover letter, resume and a list of five professional references with full contact information. No references will be contacted without the explicit permission of the candidate. Confidential discussions about this position may be arranged by contacting Senior Consultants William Howard at



bill.howard@academicsearch.org or Maria Thompson at
maria.thompson@academicsearch.org.

EEO Statement

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.