

ASPEN LEADERSHIP GROUP

CHIEF DEVELOPMENT OFFICER
INSTITUTE FOR ADVANCED STUDY
Princeton, New Jersey



Aspen Leadership Group is proud to partner with the Institute for Advanced Study in the search for a Chief Development Officer.

The Chief Development Officer will be responsible for the generation of both annual and capital support for the Institute and play a central role in both the near- and long-term future of this singular institution.

FROM THE DIRECTOR

From its founding on the eve of World War II, the Institute for Advanced Study has stood as a beacon for those who believe in the importance of fundamental discovery, and who understand that prejudice and discrimination are enemies of excellence, that ideas must move freely if fundamental knowledge is to flourish, and that when such knowledge flourishes, humanity benefits.

Both these tasks—the pursuit of fundamental discovery and the defense of the values that make fundamental discovery possible—are as urgent today as they were when the Institute was founded. The continued success of the Institute in both of those tasks is a question of importance not only to all who care about this institution, but to all who believe in the power of knowledge to transform individual lives and entire societies.

The next Chief Development Officer is crucial to that continued success. We are looking for an individual to develop an Advancement strategy that builds on the Institute's distinct and inspiring heritage at a time of profound need for our country and the world. Our goal is to elevate the work of the Institute and its global community of researchers, to expand global access to the opportunities for discovery the Institute provides, and to sustain the values upon which free inquiry everywhere depends.

We very much look forward to your application.

– David Nirenberg, Director

REPORTING RELATIONSHIPS

The Chief Development Officer will report to the Associate Director/Assistant Secretary, Alexandra Day and serve on the Institute's senior leadership team.

ABOUT THE INSTITUTE

The Institute for Advanced Study (IAS) is one of the world's leading centers for theoretical research and intellectual inquiry. Founded in 1930 by philanthropists Louis Bamberger and his sister Caroline Bamberger Fuld, the Institute's 800-acre campus in Princeton, New Jersey provides a tranquil environment for pure, curiosity-based scholarship.

IAS provides some of the world's most promising researchers the freedom to explore, without predetermined constraints, and to mentor others with similar potential. With a permanent Faculty of 26 and approximately 200 visiting researchers and scholars (known as *Members*) annually, the Institute's four Schools—Historical Studies, Mathematics, Natural Sciences, and Social Science—have generated some of the most important discoveries of the past century and nurtured some of its most important minds, including 35 Nobel Laureates, 44 out of 62 Fields Medalists, 23 of the 26 Abel Prize Laureates, and many winners of the Wolf and MacArthur prizes. This work is made possible by philanthropic contributions, which ensure the Institute's vital independence through the growth of its approximately \$1 billion endowment and annual support of its \$74 million budget. Currently, a permanent Faculty of 26 eminent academics guide the work of the Schools and each year awards fellowships to some 200 of the world's most promising post-doctoral scholars and researchers from over 100 universities and research institutions throughout the world.

In the more than 90 years since its founding, the work of the Institute's Faculty and Members has been transformative, in both intellectual and practical terms. At the beginning of computing, one of the first stored program computers was designed and built on the Institute's campus, and its structure (von Neumann architecture) has influenced the development of today's computers and formed the mathematical basis for computer software.

The foundations of game theory, a powerful tool in economics, were formed in the School of Mathematics at the Institute, and much of the basis of modern theoretical meteorology was laid by research here. Research in the School of Natural Sciences has greatly advanced particle physics, including string theory and astrophysics. Research in the School of Social Science has helped shape the field of global development. Faculty in the School of Historical Studies have produced key texts in a range of historical disciplines and, in particular, have made essential contributions to the establishment of art history as a discipline in the United States.

Past Faculty have included Albert Einstein—who remained at the Institute until his death in 1955—and distinguished scientists and scholars, such as Freeman Dyson, Clifford Geertz, Kurt Gödel, Hetty Goldman, George Kennan, J. Robert Oppenheimer, Erwin Panofsky, Homer A. Thompson, John von Neumann, and Hermann Weyl. The Institute's more than 6,000 former Members hold positions of intellectual and scientific leadership throughout the academic world.

THE INSTITUTE FOR ADVANCED STUDY'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

The Institute for Advanced Study is a community of intellectual inquiry resolutely committed to the values of diversity, equity, and inclusion.

At the Institute for Advanced Study's creation in 1930, the founders wrote: "fundamental in our purpose, and our express desire, [is] that in the appointments to the Staff and Faculty as well as in the admission of workers and students, no account shall be taken, directly or indirectly, of race, religion, or sex." IAS recognizes these ideals require continual examination of its culture. Today, it strives to create a community in which all people feel welcomed, respected, and valued. It seeks to address the harmful effects of inequity and discrimination on individual Scholars, Faculty, Staff, and scholarship as a whole.

IAS affirms equality and embraces its differences as it works to transform principles into action and grow new forms of scholarly community. Ensuring that diverse voices are present and active in all aspects of its organizational life is fundamental to its founding values: to expand the possibilities of discovery and to ensure access to all who can contribute to such discovery, regardless of origin.

PRIMARY RESPONSIBILITIES

The Chief Development Officer will

- further the Institute's development objectives, while fostering an environment of achievement and accountability through clearly defined and measurable goals;
- establish strategic and long-range goals and guidelines for Trustee giving, Friends giving, annual giving, major gifts, planned giving, corporate and foundation giving, and donor relations—including goals specific to a major campaign;
- build a strong and productive partnership with the Director;
- solicit gifts of considerable size and impact, both personally and in partnership, with the Director, engaging meaningfully and productively on issues of overarching institutional import;
- provide training and professional development for staff, and hold staff accountable for their goals and those of the department and the Institute; and
- lead with integrity; excellent judgment; a commitment to excellence; and superior communications, relationship, and team-building skills.

LEADERSHIP

David Nirenberg, Ph.D.

Director

The Institute for Advanced Study appointed David Nirenberg as its 10th Director and Leon Levy Professor, effective February 1, 2022.

Nirenberg comes to IAS from the University of Chicago, where he was Founding Director of the Neubauer Collegium for Culture and Society (2011–14), Dean of the Social Sciences (2014–17), Executive Vice Provost (2017–18), and Interim Dean of the Divinity School (2018–21). Serving as Deborah R. and Edgar D. Jannotta Distinguished Service Professor of Social Thought, History, Divinity, Romance Languages and Literatures, and the College at the University of Chicago. As founding director of the Neubauer Collegium for Culture and Society, he championed a program that afforded both funding and space to catalyze collaborations across every division, school, and affiliated laboratory at the university.

While Dean of the Division of the Social Sciences, Nirenberg led efforts to create the Computational Social Science program and to establish the Center for International Social Science Research and the Committee on Quantitative Social Science. These endeavors shared the goal of accelerating the diffusion of new methodologies across disciplinary boundaries and expanding possibilities for discovery.

Nirenberg was born to immigrant parents from Argentina who eventually settled in Albany, NY. He graduated with an A.B. (1986) from Yale University and earned his M.A. (1989) and Ph.D. (1992) from Princeton University's Department of History. Nirenberg was a visiting scholar in the IAS School of Historical Studies (1996–97).

Nirenberg is the author of numerous books and articles on Christians, Jews, and Muslims of medieval Europe and the Mediterranean. His wide-ranging scholarship has informed the work of social scientists and historians, providing deep insights into present-day challenges of racism, Anti-Semitism, hate speech, and inequality.

Nirenberg has held academic positions at institutions, including Rice University (1992–2000), where he directed the Center for the Study of Cultures; Johns Hopkins University (2000–06) where he founded the Stulman Center for Jewish Studies in (2001–02); and the University of Chicago (2006–present). Across his various roles, Nirenberg has played a leading role in successful solicitation of approximately \$350 million.

His Board appointments include the Argonne National Laboratory (2017–20), a multidisciplinary science and engineering research center dedicated to sustainable energy solutions and research with a positive global impact; and the National Opinion Research Center (2014–present), an independent research institution delivering reliable data and rigorous analysis to public and private entities. He is also an Associate of the Human Sciences section of the German Max-Planck-Gesellschaft for the Advancement of Science. Nirenberg has received various prizes and honors. He is an elected member of the American Academy of Arts and Sciences, History and Philosophy/Religion sections (2016) and the Medieval Academy of America (2015).

Alexandra Day

Associate Director/Assistant Secretary

Alexandra Day was appointed as Associate Director/Assistant Secretary with a focus on external affairs, communications, and strategic initiatives on February 15, 2023. Prior to joining IAS, Day was Deputy Vice President for Alumni Engagement at Princeton University, where she spearheaded engagement activities for nearly 100,000 global alumni, while providing leadership across a range of institutional programs from public relations and content strategy to events and fundraising.

Day also served as the Vice President for Public Affairs at Juilliard, in addition to holding roles at corporate and nonprofit institutions in Europe and the U.S., including the *International Herald Tribune*, IMG Artists, and Universal Music.

At Juilliard, where she served as spokesperson and a member of senior staff, her work centered on audience development, institutional storytelling, reputation management, and deepening engagement with a diverse community of academics, alumni, arts patrons, and prospective students. As Vice President, she led the school's marketing, communications, editorial, digital, and creative services functions, including advertising campaigns for 700-plus annual performances, admissions, continuing education, and the Juilliard Store.

Day was Director of Public Relations at Lyric Opera of Chicago, where she oversaw communications strategy, creative content, and special initiatives including the award-winning *Second City Guide to the Opera*. Previously she held posts as Director of Communications for soprano Renée Fleming and Special Projects Manager at the Metropolitan Opera.

Day earned her A.B. in Comparative Literature from Princeton University.

Janine Purcaro

Chief Operating Officer/Associate Director for Finance and Administration

The Institute for Advanced Study appointed Janine Purcaro as its Chief Operating Officer and Associate Director for Finance and Administration in May 2017. Prior to IAS, Purcaro was the Chief Financial Officer for the Division of Intercollegiate Athletics at Rutgers University, where she was responsible for the management and supervision of all financial affairs, strategic planning, human resources, information technology, and facility operations. Purcaro also served as the Chief Financial Officer and Assistant Treasurer for the Rutgers University Foundation, where she also directed financial, human resources, and operations departments; managed the Board of Overseers; and played a pivotal role in the Foundation's successful \$1 billion capital campaign.

As the Institute's Chief Operating Officer, Purcaro provides operational, financial, and administrative leadership. She ensures the integrity of the Institute's finances, and is responsible for communication and support of the Institute's Board of Trustees.

Purcaro has worked for over 35 years in financial, operations, and strategic planning at a wide range of institutions and organizations. Prior to joining Rutgers University in 2004, Purcaro was a Certified Public Accountant for the accounting firms of KPMG and Romano; Hearing, Testa & Knorr. Purcaro was also the Vice President of Administration for Ware's (United) Van & Storage Co, Inc.; the Manager of Technical Analysis at The Continental Corporation; and ran her own accounting and consulting practice.

Purcaro earned her undergraduate degree in Professional Accounting from The State University of New York at Plattsburgh and a Master of Public Administration from Rutgers, The State University of New Jersey. She is also a Certified Public Accountant in the State of New Jersey and a member of the American Institute of Certified Public Accountants.

BOARD OF TRUSTEES

The Institute for Advanced Study benefits from the wisdom and the active involvement of its [Board of Trustees](#). Composed of leaders from the corporate, higher education, and non-profit sectors, the Board exercises responsibility for governance, strategic and fiduciary responsibilities, and mission focus of the institution. Led by Chairman John Overdeck, co-Chair and Chief Investment Officer, Two Sigma, and Vice Chair Nancy Peretsman, Managing Director, Allen & Company, the Board has traditionally included several of the most generous philanthropic supporters of the Institute.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The Institute for Advanced Study seeks a Chief Development Officer with

- a commitment to the mission of the Institute for Advanced Study;
- experience working directly with, and managing the activities of, principal gift prospective donors;
- a strong and successful track record of translating an institution's work and intellectual profile for a lay audience;

- an ability to interact successfully and productively with diverse constituencies, and possession of the vision, diplomatic skills, and powers of persuasion necessary to lead collaboratively in a relatively non-hierarchical community in which everyone—regardless of rank or position—is willing to roll up their sleeves;
- the experience and ability necessary to solicit gifts of considerable size, both personally, and in partnership with the Director;
- superior strategic skills at the prospect and departmental level and the capacity to engage meaningfully and productively on issues of overarching institutional import;
- experience and a high degree of comfort working with prospective donors and volunteers of wealth and influence as well as a history of working directly with a governing Board of considerable capacity;
- adaptive capability to navigate a non-traditional fundraising model;
- creativity and a track record of innovation and creative program-building and problem-solving;
- successful experience managing people and programs;
- dedication to providing training and professional development for staff and holding staff accountable for their goals; and
- significant intellectual curiosity and an ability to inspire, openness to input, patience, flexibility, and excitement about the power of discovery and of ideas.

A bachelor's degree is required for this position as is at least ten years of progressively responsible, hands-on leadership experience in a development program of similar or greater complexity and scope.

SALARY AND BENEFITS

The Institute for Advanced Study offers a competitive salary and [comprehensive benefits](#).

LOCATION

This position is located in Princeton, New Jersey. There is some flexibility for working occasionally from home within New Jersey.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the Institute for Advanced Study and the responsibilities and qualifications presented in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Chief Development Officer, Institute for Advanced Study.](#)

To nominate a candidate, please contact Ron Schiller, ronschiller@aspenleadershipgroup.com or Michael Carver, michaelcarver@aspenleadershipgroup.com.

All inquiries will be held in confidence.