



**VICE PRESIDENT FOR CORPORATE RELATIONS
NEW YORK ACADEMY OF SCIENCES
New York, New York
[New York Academy of Sciences](#)**



The Aspen Leadership Group is proud to partner with New York Academy of Sciences in the search for a Vice President for Corporate Relations.

The Vice President for Corporate Relations will identify, initiate, build, and solicit a pool of key high-level private industry relationships to secure high-impact philanthropic investments in NYAS science, research, and programs. The Vice President will manage a portfolio of corporate relationships and advance all aspects of fundraising and sponsorship to meet revenue goals in support of Academy programs and events. The Vice President will build and maintain deep and strong partnerships across multiple industries and will be responsible for developing and implementing corporate development strategies and managing efforts of development and program staff as needed to achieve success. The Vice President will be a key member of a dedicated development team and will collaborate within the department and across the organization to develop and implement strategies to drive corporate support.

For over 200 years, the New York Academy of Sciences has brought together extraordinary people working at the frontiers of discovery in order to advance its mission to drive innovative solutions to society's challenges by advancing scientific research, education, and policy. Among the oldest scientific organizations in the United States, the Academy has become not only an enduring cultural institution in New York, but also one of the most significant advocates for science and technology in the global community.

Empowered by an exceptional network of Nobel laureates, CEOs, senior scientists and engineers, and tens of thousands of young people, the Academy is tackling some of the world's most pressing concerns including

- initiatives in STEM education and health in partnership with the heads of the United Nations, its agencies, the World Bank, and the leading universities and corporations to address the grand challenges facing the planet (the Sustainable Development Goals);
- championing risk takers and innovators – game-changers who upend the research landscape and blaze new trails; and
- moving from knowledge dissemination to action, bringing individuals and organizations together to drive real-world solutions to global challenges through collective action in science and technology.

The continued success of Academy programs and initiatives depends upon the engagement and support of an amazing global network of partner institutions, funders, and members. As it enters its third century, the Academy is proud to celebrate all the innovators, educators and problem-solvers – past, present and future – who make up the *World's Smartest Network*.

REPORTING RELATIONSHIPS

The Vice President for Corporate Relations will report to the Senior Vice President for Advancement.

PRINCIPAL OPPORTUNITIES

The New York Academy of Sciences is an institution that is more important today than ever before. At a time when science has been under relentless attack, the COVID-19 pandemic has focused our collective attention on the extent to which science matters for our very survival.

The Vice President for Corporate Relations will join the organization at a critical time. The Academy is widely known as the “world’s smartest network,” promoting scientific knowledge, research, and education, but the global crisis is having major short-term impacts, and like many other organizations the Academy is in the process of re-inventing some of its core operations. The Academy has traditionally convened in-person, academic-oriented conferences (in our striking downtown conference center). When COVID-19 hit, the Academy, like all businesses and organizations, figured out how to do things differently. But we also figured out how to do things we had never done before. It was exhilarating to see the Academy quickly apply its talents and intellectual resources to meet an immediate, new need for scientific content and knowledge sharing.

We developed and delivered programs on COVID-19 almost immediately. Academy programs soon featured scientists, clinical researchers, and public health officials in the U.K., Singapore, Hong Kong, and across the U.S. And with an all-hands-on-deck effort, we produced content on food safety, and supply chains, challenges facing small businesses, and a series on science journalism. We marketed in new ways. We improved our targeting of journalists for earned media and invited prominent science writers, editors, and broadcasters to partner with us on programs.

We have been presented with an opportunity to build a new Pandemic Institute that will not only help us through this outbreak but prepare for possible future ones. We are also currently developing plans to expand our digital educational footprint, to serve the many students and young scientists who need new kinds of resources to continue their education, at a time when we know how important it will be to continue to expand and diversify the scientific talent of a world facing an array of unprecedented challenges.

These challenges require us as leaders not only to change many of our traditional practices, but to change the way we envision the role that the Academy can play in the twenty-first century going forward as we seek to provide new forms and levels of support for this venerable scientific society.

–Nicholas B. Dirks, Incoming President and CEO

PRIMARY RESPONSIBILITIES

The Vice President for Corporate Relations will

- maximize the corporate support of current corporate supporters and sponsors;
- identify and cultivate prospect leads in industry (and corporate foundations, as appropriate) to support Academy programs, with the goal of securing multiple new six- and seven-figure contributions;
- provide stewardship to existing corporate partners and secure ongoing renewed support;
- collaborate closely with the conference sponsorships team to build out multidimensional strategic relationships with corporate sponsors, donors, and prospects to drive overall corporate support to \$10M annually by 2022;

- coordinate the Academy’s relationships with businesses, industry leaders, national organizations, and other private entities seeking access to NYAS resources and forge research and philanthropic partnerships;
- develop and implement strategic priorities and budgets for industry support and sponsorship in collaboration with senior members of the development team and Program staff;
- synergize and leverage opportunities across internal science and development teams in the solicitation of national and international corporations located in greater NYC metro;
- advise the senior management team, scientific directors, and staff on corporate areas of interest to identify and develop new opportunities for support;
- respond to queries as the expert on corporate funding priorities;
- maintain current and accurate internal records of corporate donor relationships and interactions through the Raiser’s Edge donor/prospect database;
- develop and coordinate and/or assign tasks regarding overall prospect research and proposal development including the tracking of cultivation, stewardship, and solicitation activity for corporate prospects, partners, and supporters;
- write and submit proposals directly or via staff;
- participate in regular development meetings to share updates of activities;
- collaborate with development staff, sharing best practices, current challenges, and opportunities and to assist in framing overall development strategy;
- develop and coordinate reports as required to industry partners; and
- utilize donor database (Raiser’s Edge) for reporting/analysis that measure progress against department goals.

KEY COLLEAGUES



Nicholas B. Dirks, PhD
President and Chief Executive Officer

Nicholas B. Dirks, PhD, is an internationally renowned historian and anthropologist, and a leader in higher education. As an academic administrator, Dirks has been known as a strong advocate for accessible, high-quality undergraduate education, and for the globalization of universities. He is a lifelong supporter of interdisciplinary studies, across the humanities, social sciences, and natural and physical sciences.

Dirks was awarded a PhD from the University of Chicago, and taught at the California Institute of Technology, the University of Michigan, and Columbia University. Dirks was recruited to Columbia to chair the anthropology department. Later he moved into senior leadership, becoming the Executive Vice President for the Arts and Sciences and Dean of the faculty.

Dirks then served as tenth Chancellor of the University of California, Berkeley. At Berkeley, Dirks improved facilities and programs for undergraduates, including new courses in data science. He strengthened alumni relations and presided over record-breaking fundraising. Dirks also invested in major research collaborations in neuroscience and genomics, developed a close working relationship with the University of California San Francisco, and helped negotiate Berkeley’s participation in the \$600 million Chan Zuckerberg BioHub. Other accomplishments at Berkeley included new global partnerships with universities in the UK, China and Singapore.

Dirks has also held the position of Chancellor and Vice-Chairman of Whittle School & Studios.

Dirks has published four major books, including *Castes of Mind*, about changes to the caste system in India under British colonial rule. The book won several major awards, including the Lionel Trilling Award, and is widely taught in graduate curricula in the U.S. and India. Dirks has also edited other books, and written numerous essays, articles, and papers.

Dirks has held many fellowships and scholarships. He was awarded a Guggenheim Fellowship and MacArthur Foundation residential fellowship at the Institute for Advanced Study at Princeton. He has received honorary degrees in Beijing, China, and Madras, India. He is a fellow of the American Academy of Arts and Sciences, and a Senior Fellow at the Council on Foreign Relations.



Giancarlo Bonagura

Chief Operating Officer and Chief Financial Officer

Giancarlo Bonagura has over 20 years of operational, financial, and administrative experience and has held key leadership positions in government and higher education. Most recently he was the Executive Director and Chief Operating Officer of the Mind Brain and Behavior Institute at Columbia University, a start-up interdisciplinary neuroscience venture that included more than 50 labs, and over 800 researchers and staff. Previously, he spent over five years at Hunter College where he lastly served as Chief Operating Officer and Vice President of Finance and Administration, which included oversight of the Hunter (elementary and high) Campus Schools, and the Hunter College Foundation. Prior to Hunter, he held the position of Chief Financial Officer and Treasurer of the New York University School of Law. Bonagura spent over 10 years in city government serving in various capacities at the NYC Mayor's Office of Management and Budget, and at the NYC Department of Transportation, where he was the Deputy Commissioner for Performance Management and Accountability, with oversight of a number of operational and administrative departments.

Bonagura received his MS in Management and Policy from The New School University, and his BA in Economics and Politics from New York University.



Brooke Grindlinger, PhD

**Chief Scientific Officer of Scientific Programs and
The Blavatnik Awards for Young Scientists**

Dr. Brooke Grindlinger serves as the Chief Scientific Officer of Scientific Programs and The Blavatnik Awards for Young Scientists at the New York Academy of Sciences. In this role, Dr. Grindlinger leads strategic development and scientific oversight of the Academy's international portfolio of scientific workshops, conferences, symposia, and related multimedia publications across the broad spectrum of Life Sciences, Physical Sciences, Sustainability, Computer Science, and Engineering. Through this platform and via strategic alliances with external organizations, foundations, and individuals the Academy convenes leading international scientists from academia, industry, and government sectors in focused efforts to catalyze advances in science, medicine, engineering, and innovation for the benefit of society. In addition, Dr. Grindlinger stewards The Blavatnik Awards for Young Scientists, established in 2007 with the support of the Blavatnik Family Foundation to honor our nation's exceptional young scientists and engineers by celebrating their extraordinary achievements, recognizing their outstanding promise, and accelerating innovation through unrestricted funding. Dr. Grindlinger also serves as a member of the board of The

Institute for Nutrition Science at the New York Academy of Sciences, established in 2010 to advance nutrition science research.

Dr. Grindlinger has more than 15 years of experience in scientific research, academic publishing, and science communication. Prior to joining the Academy in 2010, she served for eight years as Science Editor for *The Journal of Clinical Investigation*, managing the review and publication of state-of-the-art basic and clinical biomedical research across the continuum of human physiology and disease, in addition to authoring journal news features, editorials, book reviews, and press releases. Dr. Grindlinger received her Bachelor of Science (*First Class Honours*) degree and PhD in molecular and microbial biosciences from the University of Sydney, Australia, studying the pathogenesis of the tuberculosis-causing organism *Mycobacterium tuberculosis* and ways in which to boost the efficacy of the tuberculosis vaccine. For this postgraduate work, Dr. Grindlinger was the recipient of an Australian Postgraduate Award. Dr. Grindlinger also regularly conducts local, national, and international workshops on science communication skills and alternative science careers for early career scientists.



Honorable Jerry MacArthur Hultin
Chair, Board of Governors

Mr. Hultin is Chair and Co-Founder of Global Futures Group, LLC. Global Futures Group offers thought-leadership, advice, and counsel for the rapidly expanding market of “smart cities” around the world. GFG services include corporate and governmental consulting, innovation and investment services, media production and conference organizing. GFG is a co-founder of North America’s largest smart city exposition, *Smart Cities New York* held annually each May in NYC.

GFG works with developers, financiers, government leaders, and corporate executives in major cities around the world. In addition, GFG serves as advisor on innovation and urban technology to the US Department of Commerce, UN Habitat, the Global Federation of Competitiveness Councils, and the World Economic Forum.

Earlier in his career, Mr. Hultin was Senior Presidential Fellow at New York University; President of Polytechnic University and Polytechnic Institute of NYU; Dean, Stevens Institute of Technology; and Under Secretary of the Navy, US Department of Defense. He is a graduate of Yale Law School and Ohio State University.

PREFERRED QUALIFICATIONS

New York Academy of Sciences seeks a Vice President for Corporate Relations with

- a high degree of integrity, drive, and persuasiveness – a self-starter who leads by example and measures success by results;
- superior writing, oral communication, presentation, and interpersonal skills;
- demonstrated results in developing strategic partnerships;
- a strong background or demonstrated interest in science;
- knowledge of Raiser’s Edge or other similar donor or customer relationship databases;
- proficiency in word processing, spreadsheets, databases, and presentation software;
- advanced skills in project management and budget;
- the ability to think creatively and to innovate;
- flexibility and adaptability skills with a strong work ethic and entrepreneurial spirit to accommodate large responsibility and multiple priorities;

- the ability to work within a team framework and manage teams and projects;
- the ability to develop a strong presence in the community through effective networking, planning, and the execution of fundraising strategies; and
- a demonstrated ability to meet and exceed revenue projections.

A bachelor's degree in business, marketing, science, engineering, or equivalent is required for this position. At least five years of demonstrated senior experience in corporate fundraising and sponsorship securing six- and seven-figure gifts, grants, and underwritings is preferred as is knowledge of corporate giving, including CSR programs, corporate foundations, and corporate outreach programs.

SALARY & BENEFITS

New York Academy of Sciences offers a competitive and comprehensive salary and package of employee benefits.

LOCATION

This position is based in New York City.

EQUAL OPPORTUNITY

The New York Academy of Sciences is an Equal Opportunity Employer, adhering to the laws which prohibit discrimination in the terms, conditions, and privileges of employment. Academy policy expressly prohibits discrimination in employment because of any legally impermissible classification, including but not limited to actual or perceived race, creed, color, national origin, sex, age, religion, ancestry, alienage or citizenship, veteran status, sexual orientation, gender identity or expression, military status, pregnancy, status as a victim of domestic violence/stalking/sex offense, genetic information, predisposing genetic characteristic, marital status, familial status, disability, and any other characteristic protected by federal, state or local law. Equal Opportunity and equal consideration will be afforded to all personnel actions involving applicants and employees, including (but not limited to) recruiting and hiring, selection for training, promotion, job assignments, working conditions, rates of pay or other compensation, discipline, transfer and layoff, or termination.

In accordance with the Americans with Disabilities Act, the Academy will provide reasonable accommodation to any otherwise qualified individual with a disability.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the New York Academy of Sciences.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Vice President for Corporate Relations, New York Academy of Sciences.](#)

To nominate a candidate, please contact Gregory Leet at gregoryleet@aspingleadershipgroup.com.

All inquiries will be held in confidence.