



**SENIOR VICE PRESIDENT FOR ADVANCEMENT  
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 Senior Vice President for Advancement.

The Senior Vice President for Advancement will steward current donor relationships and forge new relationships to build the Academy's visibility, financial resources, and impact on society. The Senior Vice President will lead the institution's efforts to build and sustain a comprehensive fundraising program, and to raise the visibility of the Academy to the larger community of philanthropists interested in science.

The Senior Vice President will develop and execute strategies to ensure effective messaging to potential donors, friends of the Academy, policy makers, science and research media, and the public at large. In this capacity, the Senior Vice President will work closely with all teams within the Academy to support their communication needs for marketing, digital, print, video, social media, public/media relations, and related content.

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 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 Senior Vice President for Advancement will report to the President and Chief Executive Officer.

## 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 Academy's next Senior Vice President for Advancement will join the organization at a critical time. The Academy has made enormous strides over the last seventeen years under the leadership of Ellis Rubinstein, and 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. The new Senior Vice President for Advancement will need to be an outstanding individual fundraiser, a thought leader, and a strategist – and someone who wants to put those skills to work not just in New York but nationally and even globally as we seek to provide new forms and levels of support for this venerable scientific society.*

*The new Senior Vice President for Advancement will start at the Academy shortly after I arrive as President and CEO. Experience shows that a CEO and lead fundraiser arriving together creates exceptional opportunities. I am looking for that partner who can work with me to build lasting relationships across our field, be a steady guide as we align funders' priorities with institutional needs, and help bring our donors' philanthropic hopes and ambitions to life. So, I am looking for a development partner who is as excited as I am about leading the Academy forward, as it continues its critical work in sharing scientific knowledge and promoting science-based solutions. The Senior Vice President for Advancement for the New York Academy of Sciences will be a pivotal and deeply rewarding position for the successful candidate.*

–Nicholas B. Dirks, Incoming President and CEO

## PRIMARY RESPONSIBILITIES

The Senior Vice President for Advancement will

- design, implement, and evaluate comprehensive development and strategic communications strategies and programs that support the overall goals and objectives of NYAS;
- work closely with board members and other senior Academy leaders, engaging and supporting them in relationship-building and other fundraising work designed to enhance the resources of NYAS;
- collaborate to develop and promote strategic initiatives with high potential to attract transformational gifts;
- assist board and senior administrative leaders in identifying potential candidates for board membership based on strategic needs;
- develop strategies to increase philanthropic revenue, donor numbers, and retention;
- recruit, retain, lead, and inspire teams capable of delivering annual, principal/major, foundation, corporate, and NGO gifts as well as sophisticated strategic communications strategies to support those efforts;
- cultivate, manage, and solicit a portfolio of board members and other high-level donors, foundations, and corporations who make high-impact gifts, including seven- and eight-figure gifts, to the Academy;
- work with Academy scientists and leaders throughout the Academy to develop case statements that excite and appeal to individual, corporate, foundation, and NGO donors whose interests align with the Academy's unique capabilities and objectives;
- promote the Academy to build its nonprofit visibility, social impact, and financial resources;
- be involved with communication efforts designed to fulfill the objectives of the strategic plan, including brand enhancement, advertising, marketing, public/media relations, social media, digital, audio, video, and print materials;
- think broadly and strategically about messaging, developing effective, inspirational, and powerful communications, providing integrated communication strategies for externally facing programs, and ensuring that all projects meet organizational brand and reputational goals;
- when appropriate, serve a spokesperson for the Academy and its work, select and develop other NYAS spokespeople and arrange the most appropriate speaker for each occasion, and ensure all communication activities are consistent with the NYAS voice; and
- consult and guide internal stakeholders to best articulate NYAS's communication objectives and expected outcomes.

## 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 Senior Vice President for Advancement with

- the experience, passion, and capacity required to be a strategic fundraising partner to the board and senior administration, to construct successful development strategies, to recruit and lead a high-performing team, and to execute plans that will dramatically increase private support from individuals, foundations, corporations, and NGOs;
- a proven track record of successful results in fundraising and board and volunteer engagement, including the ability to personally solicit and close seven- and eight-figure gifts;
- excellent interpersonal and communications skills, including public speaking skills;
- evidence of leadership and initiative including tact, diplomacy, attention to detail, creativity, and cultural sensitivity;
- excellent critical thinking and strategic planning skills, strong organizational and analytical skills;
- a proven ability to motivate and manage staff and volunteers;
- the ability to communicate the mission, goals, and activities of the Academy with credibility, passion, and enthusiasm;
- evidence of an entrepreneurial spirit and the ability to work in partnership with board members, senior-level colleagues, staff, and others;
- the ability and flexibility to regularly engage with current and prospective donors, artists, and business leaders;
- knowledge of planned giving concepts and tools;
- knowledge of the funding environment in life and physical sciences (preferred); and
- the desire and willingness to collaborate, think creatively, and make data-driven decisions.

A bachelor's degree is required for this position. At least ten years of demonstrated nonprofit leadership and major gifts experience in a nonprofit organization of comparable size and complexity is preferred, as is an advanced degree.

### **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:*

*Senior Vice President for Advancement, New York Academy of Sciences.*

*To nominate a candidate, please contact Ron Schiller at [ronschiller@aspingleadershipgroup.com](mailto:ronschiller@aspingleadershipgroup.com) or Gregory Leet at [gregoryleet@aspingleadershipgroup.com](mailto:gregoryleet@aspingleadershipgroup.com).*

*All inquiries will be held in confidence.*