

CHIEF DEVELOPMENT OFFICER
WORLD SCIENCE FESTIVAL
Location — Hybrid/New York City



The Aspen Leadership Group is proud to partner with World Science Festival in the search for a Chief Development Officer.

The Chief Development Officer will work closely with leadership across the organization to implement World Science Festival's (WSF) strategic initiatives, creating and implementing plans to increase revenue and broaden sources of support, while building awareness and excitement about WSF's mission. As a member of the Executive Management Team, the Chief Development Officer will help create a vision for WSF's future, overseeing the development team in support of a comprehensive program that solicits contributions from a wide array of prospects and a new generation of supporters. The Chief Development Officer will build, lead, and manage a team of professionals and foster organization-wide communication and collaboration to achieve these goals.

The World Science Festival is an innovative multi-media organization that produces original live and digital content straddling the arenas of science, technology, the arts, media, performance, and education. With the goal of radically transforming public perceptions of science, WSF creates world-class programming, both live on stage and online, featuring inspired collaborations, outstanding participants, and novel production techniques that bring scientific discovery, insight, and perspective to a broad general audience. WSF's programs are supported by philanthropic organizations and individuals passionate about science in today's era.

WSF's flagship live event in New York City is an unprecedented annual tribute to imagination, ingenuity, and inventiveness. The Festival has drawn over 3.2 million visitors worldwide, and more than 180 million views on online platforms. The World Science Festival's original musical and theatrical works tour nationally and internationally, and 2016 marked the launch of its sister festival in Australia, World Science Festival – Brisbane.

Additionally, World Science U (WSU) is the online education arm of WSF, where students and lifelong learners can dive more deeply through creatively produced digital education content presented by world-renowned scientists. WSU also oversees the World Science Scholars program that selects a small group of high school students from across the world who have demonstrated extraordinary mathematical talent, and provides them with an unparalleled opportunity to apply their abilities to unexplored disciplines. Guided by world-renowned experts, Scholars examine ways that advanced mathematics skills can be applied to solve complex challenges in a wide range of scientific fields.

The New Yorker stated, “At 50-events over five days, see why this broad-thinking festival has attracted not only great scientific thinkers like Stephen Hawking and E.O. Wilson but performance luminaries like John Lithgow...It’s chock-full of fascinating looks at the intersections among math, science, and art.” And *The New York Times* noted, “the Festival has by now carved out a place in the City’s cultural scene” and called the undertaking “a new cultural institution.”

REPORTING RELATIONSHIPS

The Chief Development Officer will report to the Chief Executive Officer, Tracy Day and will serve on the organization's Executive Management Team. The Chief Development Officer will oversee a team of three or four staff.

FROM THE CHIEF EXECUTIVE OFFICER

Thank you for your interest in becoming an integral part of the World Science Festival team. WSF is searching for a proven leader who is forward-thinking, strategic, mission-driven, creative, and fearless. This opportunity is ideal for a professional who is excited to build a team of excellence and stretch conventional notions of fundraising.

Since its inception in 2006, WSF has delighted audiences of all ages with our programming content both live and online. Our signature event in New York City quickly became a fixture on the spring event calendar. In 2016, we expanded internationally with World Science Festival – Brisbane.

As the Covid pandemic changed the world in 2020, WSF realized that its loyal audience continued to yearn for thoughtful presentations of science-related content. We shifted our production focus to creating content for an online landscape, and in so doing, we significantly increased the size and scope of our global audience.

In addition to our booming online media productions, we are relaunching the World Science U platform with a strategic focus on online course accreditation. Our World Science Scholars program is expanding its reach of exceptional students on a global scale with a unique opportunity to share learnings and network with one another.

The Chief Development Officer will be part of a dynamic organization looking for strategic business development and an expanding network of funders to create a foundation for success. We are looking for an entrepreneurial thinker who shares a passion for growth and opportunity.

These are exciting times at the World Science Festival, and I am thrilled to see our mission continue to flourish as we look to the future for new opportunities. Thank you for your application.

—Tracy Day, Chief Executive Officer

WORLD SCIENCE FESTIVAL'S COMMITMENT TO INCLUSION, DIVERSITY, EQUITY, AND ACCESS

World Science Festival is committed to building a diverse and inclusive staff and community of volunteers, advisors, contractors, and partners. Its live and digital programs, events, and courses greatly benefit from a range of perspectives and ideas, which arise from and are nourished by diversity and inclusion throughout the organization and its broader network of speakers, performers, artists, and participants of all types and at all levels of the organization. WSF strongly encourages women, veterans, people with disabilities, people of color, and gender nonconforming candidates to apply.

PRIMARY RESPONSIBILITIES

The Chief Development Officer will

- partner with the Chief Executive Officer and senior leadership team to develop and execute the development strategy in order to significantly grow revenues with a focus towards underpinning new initiatives and building long-term sustainability;
- lead, oversee, and ensure the quality of development initiatives that identify new funders, cultivate existing funders, and grow revenue from individual, membership, foundation, governmental, and corporate sources;
- oversee the annual gala and other fundraising special events;
- develop innovative, creative development initiatives;
- develop and lead the implementation of individual and major donor giving strategies, from prospect research to cultivation and stewardship;
- maintain a portfolio of major donors and prospects, with responsibility for personally making face-to-face donor solicitations and creating a strategy to target individuals with capacity and interest from a variety of sectors;
- launch and grow the Chairman's Council, an annual individual giving circle;
- set and manage the departmental budget, including special events, and develop targets and goals for all development staff members;
- provide guidance and mentorship to ensure that best practices are utilized to achieve the goals;
- work with the Chief Executive Officer to expand the Board of Directors, recommending dedicated individuals who bring a diverse set of skills and capacity to support the interests of WSF globally;
- orient and engage present and new Board members on the development strategy;
- produce compelling fundraising marketing pieces to communicate the work of the Festival to potential donors;
- ensure that accurate and complete development reporting systems are in place;
- develop effective systems to track, measure, and evaluate impact from WSF grant-supported programs; and
- oversee the effective growth and use of the Blackbaud donor database to support fundraising strategy and present clear, cogent reports and analyses to senior management.

LEADERSHIP

Tracy Day

Co-founder and CEO

Tracy Day is the co-founder and CEO of the World Science Festival where she oversees all creative, editorial, and programmatic offerings and produces original theatrical and musical productions including *Icarus at the Edge of Time*, a multimedia orchestral work by Brian Greene and composed by Philip Glass; and *Dear Albert* and *Radiance*, works for the stage by Alan Alda. An award-winning broadcast journalist for over two decades, she produced news, documentary, and investigative specials for the nation's preeminent news divisions including ABC, PBS, CNN, the Discovery Channel, Lifetime, and CNBC. She produced on-location coverage of the fall of the Berlin Wall; Nelson Mandela's release in South Africa; the Gulf War from Baghdad and Iran; and drug wars in Colombia. She is the recipient of four National News Emmys; a Clarion Award; a CINE Golden Eagle Award; and a Silver HUGO for Investigative Reporting.

Brian Greene

Co-founder and Chairman

Brian Greene is a professor of physics and mathematics at Columbia University, where he also serves as the Director of Columbia's Center for Theoretical Physics. Greene is recognized for a number of

groundbreaking discoveries in his field of superstring theory, including the co-discovery of mirror symmetry and the discovery of spatial topology change. His books—*The Elegant Universe*, *The Fabric of the Cosmos*, *The Hidden Reality*, and *Until the End of Time: Mind, Matter, and Our Search for Meaning in an Evolving Universe*—have collectively spent over 67 weeks on *The New York Times* bestseller list, and were the basis of two award-winning NOVA mini-series, which he hosted. In 2008, Greene co-founded the World Science Festival, where he serves as Chairman of the Board. His latest book, *Until the End of Time: Mind, Matter, and Our Search for Meaning in an Evolving Universe*, was released in 2020.

Judith Cox
President

Judith Cox brings to World Science Foundation more than 15 years of nonprofit management experience. First as General Counsel and then as Deputy Director for the Solomon R. Guggenheim Foundation, she was involved in major development projects, including the restoration and expansion of the Guggenheim Museum on Fifth Avenue and the negotiation and structuring of the Guggenheim Museum Bilbao, for which she served on the Executive Committee. As Deputy Director for Special Projects, Cox had responsibility for the development, structuring, and planning of international projects.

Dr. Gillian Small

President, World Science U and Executive Director of Education, WSF

Dr. Gillian Small joined the World Science Festival in January 2022 as President of World Science U, WSF's online higher education platform, and as Executive Director of Education, overseeing the development and implementation of a diverse, global multimedia education strategy, including programs such as World Science Scholars.

Prior to joining WSF, Dr. Small served as University Provost and Senior Vice President for Academic Affairs of Fairleigh Dickinson University (FDU) since August 2016. Previously, Dr. Small served as the Vice Chancellor for Research at The City University of New York (CUNY) from 2008 to 2016, after serving with distinction as Dean for Research since 2003. Small's many honors include the Feminist Press 2013 Award for Advancing Women in Science. In 2015, she was elected to the Board of the National Association for Women in Science.

PREFERRED COMPETENCIES AND QUALIFICATIONS

World Science Festival seeks a Chief Development Officer with

- a commitment to the mission of World Science Festival—to cultivate a general public informed by science, inspired by its wonder, convinced of its value, and prepared to engage with its implications for the future;
- strong fundraising experience with the ability to engage a wide range of stakeholders;
- experience identifying, cultivating, and closing gifts with significant institutional impact;
- knowledge of the media landscape with specific understanding of video and digital storytelling;
- experience working with a Board of Directors;
- an ability to cultivate existing board relationships and introduce new board members;
- experience providing strategy and oversight for events;
- experience strategically calendaring and managing grant proposals;
- experience partnering with a CEO, senior leadership, and board members to plan and implement cultivation strategies for potential individual or corporate gifts;
- experience developing relationships with individuals of significant wealth that has translated in cultivating high impact gifts to organizations;
- leadership and management skills, with experience building and managing a high-performing team and fostering an open, collaborative, and respectful team culture;

- an ability to thrive in an entrepreneurial, fast-paced, and creative environment;
- experience with media tie-ins and sponsorship deals (desired);
- strong written and verbal communication skills;
- an ability to communicate both persuasively and passionately utilizing excellent interpersonal skills;
- organizational management skills with the ability to coach staff, manage and develop high-performance teams, set and achieve strategic objectives, and administer a budget;
- an ability to articulate to business executives a compelling proposition for investment into organizations; and
- an ability to positively impact both strategic and tactical initiatives and manage multiple tasks and projects at a time.

A bachelor's degree is required for this position as is at least eight years of senior management experience leading development or sales teams.

SALARY AND BENEFITS

The salary range for this position is \$175,000 to \$200,000 annually. World Science Festival offers a comprehensive package of benefits.

LOCATION

World Science Festival has adopted a hybrid approach that values in-person interaction for collaborative work, while maintaining flexibility around remote work. This approach recognizes both the advantages of in-person teamwork and the increased quality of life that remote work offers. Its office is located at 475 Riverside Drive, Suite 950, New York, NY 10115.

APPLICATION INSTRUCTIONS

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

World Science Festival is an Equal Opportunity Employer and does not discriminate on the basis of an individual's sex, age, race, color, creed, national origin, alienage, religion, marital status, pregnancy, sexual orientation or affectional preference, gender identity and expression, disability, genetic trait or predisposition, carrier status, citizenship, veteran or military status and other personal characteristics protected by law. All applications will receive consideration for employment without regard to legally protected characteristics. WSF will consider qualified applicants in a manner consistent with the requirements of applicable "Fair Chance" laws.

To apply for this position, visit:

[Chief Development Officer, World Science Foundation.](#)

To nominate a candidate, please contact Patrick Key, patrickkey@aspenleadershipgroup.com.

All inquiries will be held in confidence.