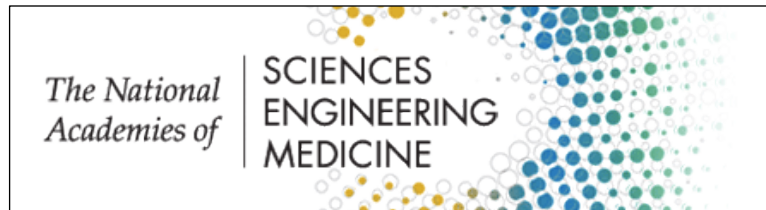


ASPEN • LEADERSHIP • GROUP

CAMPAIGN DIRECTOR, NATIONAL ACADEMY OF SCIENCES

Washington, DC

<http://nasonline.org>



The Aspen Leadership Group is proud to partner with The National Academies of Sciences, Engineering, and Medicine in their search for a Campaign Director.

The Campaign Director will serve as an essential leader of the National Academies' upcoming comprehensive fundraising campaign which will have a goal in the hundreds of millions of dollars. A member of the senior leadership team and reporting to the Chief Development Officer, he or she will be responsible for developing and implementing specific plans, policies, and metrics to build and sustain the momentum necessary to meet the National Academies' campaign objectives. The Campaign Director will manage the central and operational functions of the Office of Development including management of advancement services, finance and administration, events & stewardship, and annual giving & communications.

Central to this end will be the Campaign Director's work in building the campaign's case for support, communications messages, volunteer leadership, reporting metrics, and fundraising strategies. The Campaign Director will play an essential role in promoting a clearer sense, internally and externally, of the National Academies' mission and vision, and will build a culture of philanthropy for the institution, its stakeholders, and supporters. To ensure progress, he or she will regularly analyze campaign data, synthesize it into coherent reports, and prepare presentations to inform the executive and volunteer leadership and other members of the National Academies community.

A campaign of this magnitude will require continued progress toward a greater level of leadership by the Office of Development and collaboration and integration between the Academies and across program divisions. As an honest broker, the Campaign Director will take the lead in this effort and will work closely with staff across the institution, including executive officers, executive directors, and their boards. The Campaign Director will build a campaign volunteer structure and work closely with key stakeholders in the Academies including current and former councilors. She or he will provide a strong focus on promoting the success of the individual academies, divisions, and the campaign efforts of the whole. Critical to this effort will be the Campaign Director's ability to analyze the various data generated by the campaign, make strategic decisions based on that data, and use the data to build and strengthen efforts to identify and engage prospects for all units. The Campaign Director will be asked to lead by example and may have a small portfolio of principal gifts prospects to personally manage.

The Campaign Director will assist in the design and recruitment of volunteer leadership for the campaign. He or she will staff the campaign's key volunteer leadership, including campaign steering committees. The Campaign Director will also serve as a consultant to volunteer leadership within the units, helping to ensure that these groups are composed of the right people and are well placed to serve an effective and meaningful role.

The National Academies of Sciences, Engineering, and Medicine (the National Academies) are private, non-profit institutions that provide expert advice on some of the most pressing challenges facing the nation and the world. Their work helps shape sound policies, inform public opinion, and advance the pursuit of science, engineering, and medicine. The National Academies believe that their people make them unique, so they ensure that their employees feel fulfilled in what they do, and, at the same time, enjoy work-life balance. The National Academies offer a world-class benefits package that includes health, retirement, and transportation benefits.

The Office of Development (OD) is the National Academies' fundraising arm and raises private support for projects and activities across the Academies from individuals, corporations, and foundations. As 501(c)(3) non-profit organizations, the National Academies count on the generosity of private donations to further their mission to advance science and technology; to advise government on policy for scientific, technical, medical, and engineering institutions; and on applications of science and technology to policy.

During the last two years, the Office of Development has been expanding and private support for the Academies has grown from circa \$17 million to circa \$40 million per annum. The office must forge a new and responsive era of leadership by establishing a strong reputation for quality, high-performance, transparency, crisp management, and accountability. The Campaign Director will assist in this effort by ensuring that the campaign is built on a set of well-known and accepted best practices, policies, and standards. Essential to the success of the campaign for the National Academies will be building an internal culture of integrity, transparency, and philanthropy amongst staff and volunteers as well as a high performance culture built upon trust and excellence for the development team.

REPORTING RELATIONSHIPS

The Campaign Director will report to the Chief Development Officer.

PRINCIPAL OPPORTUNITIES

This is an exciting opportunity to join the leadership of a transformational fundraising campaign for one of the world's most important and influential scientific bodies. The National Academies of Sciences, Engineering, and Medicine provide expert advice on some of the most pressing challenges facing the nation and the world. Their work helps shape sound policies, inform public opinion, and advance the pursuit of science, engineering, and medicine. Academy members are among the world's most distinguished scientists, engineers, physicians, and researchers and include more than 300 Nobel laureates.

The National Academies are embarking on their first comprehensive fundraising campaign in nearly 20 years. With deep linkages to the top foundations and leading philanthropists in the US and around the world, the National Academies are poised to launch a major campaign with a transformational impact. Under the leadership of its three presidents, Marcia McNutt, Dan Mote and Victor Dzau, the National Academies are deeply committed to mobilizing philanthropic support to advance its mission. Currently in the planning stages, the National Academies are considering a campaign goal of \$400 million and is making significant investments in its fundraising capacity.

Society is facing an array of complex policy questions. The National Academies are distinctly qualified to provide nonpartisan, objective guidance for decision makers and the public. As they have done since their founding in 1863, they marshal the energy and intellect of the nation's leading critical thinkers to respond to policy challenges with science, engineering, and medicine at their core. This is a unique opportunity to

work closely with the leading figures in science, technology, industry, entertainment and media as the National Academies strengthen the role of science on the great challenges facing society, and the role of science, engineering, and medicine in objective, evidence-based decision making for the public and policy makers.

PRIMARY RESPONSIBILITIES

The Campaign Director, National Academy of Sciences will

- serve as a partner to the Chief Development Officer as a senior leader in strategic and annual planning for all development activities of the Academies;
- assist the Chief Development Officer in creating and delivering campaign plans and a case for support for the comprehensive fundraising campaign;
- provide senior leadership and line management to all central development functions including annual giving, events and stewardship, advancement services, and operations;
- oversee integrated services to meet the fundraising needs of each Academy and the entire National Academies complex;
- supervise senior staff in central functions including the Directors of Annual Giving, Events and Stewardship, Advancement Services, and Operations;
- provide coaching and mentoring to fundraising staff, senior colleagues, and volunteers across the Academies;
- train and develop employees to successfully perform current responsibilities and encourage development of staff for future roles;
- form effective teams and cultivate a work environment that fosters teamwork;
- interpret and ensure consistent application of organizational policies;
- initiate personnel actions, including performance and compensation reviews, and disciplinary actions;
- develop comprehensive strategies to maximize donor relationships, craft sophisticated proposals for top-level supporters, manage a small portfolio of top prospects where appropriate, and plan and execute fundraising campaigns with a focus on long-range strategic priorities and transformational giving opportunities;
- represent the Chief Development Officer as needed at internal and external meetings;
- ensure all communications from the Office of Development are of the highest quality and are both compelling and appropriate to the Academies;
- prepare annual plans including key performance indicators, revenue targets, and expense forecasts following direction from the Chief Development Officer, and establish methods for measuring performance across the Office of Development;
- actively participate in building a culture of teamwork, collaboration, creativity, and high performance with employees of the Office of Development, employees of the Academies, volunteers, donors, and members of the Academies; and
- represent the Office of Development in conferences, seminars and other public and private events to advance the goals of the organization.

KEY COLLEAGUES



Michael Murphy
Chief Development Officer
National Academies of Sciences, Engineering, and Medicine

Michael Murphy joined the National Academies of Sciences, Engineering, and Medicine as their Chief Development Officer in 2015. Prior to moving to Washington, he served as Chief Executive Officer of the Foundation and Friends of the Royal Botanic Gardens, Kew in London, where he led its £100 million Breathing Planet Campaign. Murphy has served as the Campaign Director for the Royal Society in London, where he led its successful 350th Anniversary Campaign. Murphy has also held senior positions at the Dublin City University Educational Trust, Antioch College, and Planned Parenthood of Chicago.

Murphy received a Bachelor's degree in East Asian Studies from Lawrence University with a period of undergraduate study at the Beijing Foreign Languages Institute and the Chinese University of Hong Kong. He holds a master's degree in management from the McGregor School of Antioch University with subsequent executive education at the Stanford Graduate School of Business.

He is a dual citizen of the US and UK and has lived in four countries on three continents.



Marcia K. McNutt
President, National Academy of Sciences

Marcia K. McNutt is a geophysicist and president of the National Academy of Sciences. From 2013 to 2016, she served as editor-in-chief of the *Science* journals. Prior to joining *Science*, she was director of the U.S. Geological Survey (USGS) from 2009 to 2013. During her tenure, the USGS responded to a number of major disasters, including earthquakes in Haiti, Chile, and Japan, and the Deepwater Horizon oil spill. McNutt led a team of government scientists and engineers at BP headquarters in Houston who helped contain the oil and cap the well. She directed the flow rate technical group that estimated the rate of oil discharge during the spill's active phase. For her contributions, she was awarded the U.S. Coast Guard's Meritorious Service Medal.

Before joining the USGS, McNutt served as president and chief executive officer of the Monterey Bay Aquarium Research Institute (MBARI), in Moss Landing, California. During her time at MBARI, the institution became a leader in developing biological and chemical sensors for remote ocean deployment, installed the first deep-sea cabled observatory in U.S. waters, and advanced the integration of artificial intelligence into autonomous underwater vehicles for complex undersea missions.

McNutt began her academic career at the Massachusetts Institute of Technology (MIT), where she was the E.A. Griswold Professor of Geophysics and directed the Joint Program in Oceanography/Applied Ocean Science & Engineering, jointly offered by MIT and the Woods Hole Oceanographic Institution. Her research area is the dynamics of the upper mantle and lithosphere on geologic time scales, work that has taken her to distant continents and oceans for field observations. She is a veteran of more than a dozen deep-sea expeditions, on most of which she was chief or co-chief scientist.

McNutt received a B.A. in physics from Colorado College and her Ph.D. in earth sciences at the Scripps Institution of Oceanography. Her honors include membership in the American Philosophical Society and the American Academy of Arts and Sciences. She holds honorary doctoral degrees from the Colorado College, the University of Minnesota, Monmouth University, and the Colorado School of Mines. In 1988, she was

awarded the American Geophysical Union's Macelwane Medal for research accomplishments by a young scientist, and she received the Maurice Ewing Medal in 2007 for her contributions to deep-sea exploration.

McNutt served as president of the American Geophysical Union (AGU) from 2000 to 2002. She was chair of the Board of Governors for Joint Oceanographic Institutions, responsible for operating the International Ocean Discovery Program's vessel JOIDES Resolution and associated research programs. She is a fellow of AGU, the Geological Society of America, American Association for the Advancement of Science, and International Association of Geodesy.



C.D. Mote, Jr.
President, National Academy of Engineering

C.D. (Dan) Mote, Jr. is President of the National Academy of Engineering (NAE) and Regents Professor, on leave, from the University of Maryland, College Park.

Dr. Mote is a native Californian who earned his BS, MS, and PhD degrees at the University of California, Berkeley in mechanical engineering between 1959 and 1963. After a postdoctoral year in England and three years as an assistant professor at the Carnegie Institute of Technology in Pittsburgh, he returned to Berkeley to join the faculty in mechanical engineering for the next 31 years. He and his students investigated the dynamics, stability, and control of high-speed rotating and translating continua (e.g., disks, webs, tapes, and cables) as well as biomechanical problems emanating from snow skiing. He coined the area called "dynamics of axially moving materials" encompassing these systems. Fifty-eight PhD students earned their degrees under his mentorship.

At Berkeley, he held an endowed chair in mechanical systems and served as chair of the mechanical engineering department from 1987 to 1991 when the National Research Council (NRC) ranked its graduate program effectiveness highest nationally. Because of his success at raising funds for mechanical engineering, in 1991 he was appointed vice chancellor at Berkeley expressly to create and lead a \$1 billion capital campaign for the campus that ultimately reached \$1.4 billion.

In 1998, Dr. Mote was recruited to the presidency of the University of Maryland, College Park, a position he held until 2010 when he was appointed Regents Professor. His goal for the university was to elevate its self-expectation of achievement and its national and global position through proactive initiatives. During his tenure the number of Academy members among the faculty tripled, three Nobel laureates were recognized, and an accredited school of public health and a new department of bioengineering were created. He also founded a 130-acre research park next to the campus, faculty research funds increased by 150%, and partnerships with surrounding federal agencies and with international organizations expanded greatly. The number of students studying abroad tripled, and he created an annual open house day that has attracted over 100,000 visitors on that day, founded a charitable foundation for the campus whose board of trustees launched a \$1 billion capital campaign that reached its goal, and took every student to lunch that wanted to go. The Academic Ranking of World Universities ranked the campus #36 in 2010 and its Engineering School #13 globally.

The NAE elected him to membership in 1988, and to the positions of Councillor (2002-2008), Treasurer (2009-2013), and President for six years beginning July 1, 2013. He has served on the NRC Governing Board Executive Committee since 2009. He chaired the NRC Committee on Global Science and Technology Strategies and Their Effects on US National Security (2009-2010), cochaired the National Academies Government-University-Industry Research Roundtable (2007-2013), and cochaired the Committee on Science, Technology, Engineering, and Mathematics Workforce Needs for the US Department of Defense and the US Industrial Base (2011-2012). He was vice chair of the NRC Committee on the

Department of Defense Basic Research (2004) and served on the NRC committee authoring the *Rising Above the Gathering Storm* reports of 2005 and 2010. He was also a founding member of the FBI's National Security Higher Education Advisory Board (2005-2010).

Dr. Mote's recognitions include the NAE Founders Award, the American Society of Mechanical Engineers Medal, and the Humboldt Prize of the Federal Republic of Germany. At the University of California, Berkeley, he was honored with the Distinguished Teaching Award, Distinguished Engineering Alumnus Award, Berkeley Citation, and Excellence in Achievement Award. He is an Honorary Fellow of the American Society of Mechanical Engineers, and Fellow of the American Academy of Arts and Sciences, the American Academy of Mechanics, the Acoustical Society of America and the American Association for the Advancement of Science. He holds three honorary doctorates and two honorary professorships.



Victor J. Dzau
President, National Academy of Medicine

Victor J. Dzau is the President of the National Academy of Medicine (NAM), formerly the Institute of Medicine (IOM). In addition, he serves as Chair of the Health and Medicine Division Committee of the National Academies of Sciences, Engineering, and Medicine. He is Chancellor Emeritus and James B. Duke Professor of Medicine at Duke University and the past President and CEO of the Duke University Health System. Previously, Dr. Dzau was the Hersey Professor of Theory and Practice of Medicine and Chairman of Medicine at Harvard

Medical School's Brigham and Women's Hospital, as well as Chairman of the Department of Medicine at Stanford University.

Dr. Dzau has made a significant impact on medicine through his seminal research in cardiovascular medicine and genetics, his pioneering of the discipline of vascular medicine, and his leadership in health care innovation. His important work on the renin angiotensin system (RAS) paved the way for the contemporary understanding of RAS in cardiovascular disease and the development of RAS inhibitors as widely used, lifesaving drugs. Dr. Dzau also pioneered gene therapy for vascular disease, and his recent work on stem cell paracrine mechanisms and the use of microRNA in direct reprogramming provides novel insight into stem cell biology and regenerative medicine.

In his role as a leader in health care, Dr. Dzau has led efforts in health care innovation. His vision is for academic health sciences centers to lead the transformation of medicine through innovation, translation, and globalization. Leading this vision at Duke, he and his colleagues developed the Duke Translational Medicine Institute, the Duke Global Health Institute, the Duke-National University of Singapore Graduate Medical School, and the Duke Institute for Health Innovation. These initiatives create a seamless continuum from discovery and translational sciences to clinical care, and they promote transformative innovation in health.

As one of the world's preeminent academic health leaders, Dr. Dzau advises governments, corporations, and universities worldwide. He has been a member of the Council of the IOM and the Advisory Committee to the Director of the National Institutes of Health (NIH), as well as Chair of the NIH Cardiovascular Disease Advisory Committee and the Association of Academic Health Centers. He served on the Governing Board of the Duke-National University of Singapore Graduate Medical School and the Board of Health Governors of the World Economic Forum and chaired its Global Agenda Council on Personalized and Precision Medicine. He also served as the Senior Health Policy Advisor to Her Highness Sheikha Moza (Chair of the Qatar Foundation).

Currently, he is a member of the Board of Directors of the Singapore Health System, the Expert Board of the Imperial College Health Partners, UK, and the International Advisory Board of the Biomedical Science Council

of Singapore. In 2011, he led a partnership between Duke University, the World Economic Forum, and McKinsey, and he founded the International Partnership for Innovative Healthcare Delivery and currently chairs its Board of Directors.

Among his honors and recognitions are the Gustav Nylin Medal from the Swedish Royal College of Medicine; the Max Delbrück Medal from Humboldt University, Charité, and the Max Planck Institute; the Commemorative Gold Medal from the Ludwig Maximilian University of Munich; the Inaugural Hatter Award from the Medical Research Council of South Africa; the Polzer Prize from the European Academy of Sciences and Arts; the Novartis Award for Hypertension Research; the Distinguished Scientist Award from the American Heart Association (AHA); and the AHA Research Achievement Award for his contributions to cardiovascular biology and medicine. Recently, he was awarded the Public Service Medal by the President of Singapore. He has received nine honorary doctorates.



Bruce Darling

National Research Council Executive Officer

In July 2012, the National Research Council welcomed Bruce Darling to oversee day-to-day operations as Executive Officer. Bruce's career, which began at the National Science Foundation and continued at the University of California, put him on the frontlines of defining the science and public policy interface—from peer review to

budgets—at some pivotal times in history.

From 1996 to 2012, Darling served as the UC system's vice president for university and external relations; vice president for laboratory management, with responsibility for the University's management oversight of Lawrence Berkeley, Lawrence Livermore, and Los Alamos national laboratories; senior vice president for university affairs; and executive vice president for university affairs. Bruce said that becoming executive officer of the U.S. National Academy of Sciences (NAS) and the National Research Council will put him exactly where he wants to be: in the middle of a "problem-rich environment" at an institution that has provided the nation with evidence-based solutions to some most vexing issues known to humankind.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of Campaign Director, National Academy of Sciences will have

- appreciation of the importance of sciences, engineering, and medicine and the mission of the Academies;
- thorough understanding of philanthropy and industry trends;
- knowledge and understanding of sophisticated fundraising practices, including corporate giving, annual giving, planned giving techniques, and essential functions of a pro-active and innovative fundraising organization;
- ability to conceptualize, plan, and implement a programmatic approach to building relationships and securing philanthropic support including setting ambitious goals, developing strategies for stewardship, prioritizing activities, planning and delivering events, and orchestrating the involvement of volunteers and organization leadership;
- ability to solve problems of substantial variety and complexity;
- ability to undertake tasks broad in nature, requiring ingenuity, and originality;
- ability to serve as a resource to others in the resolution of complex problems and issues;
- ability to operate independently, and exercise significant latitude for independent judgment, discretion, and action;
- experience working in complex environments with a high degree of organizational effectiveness;

- ability to train and develop staff;
- ability to work successfully in a team environment and to form and maintain effective teams;
- ability to develop relationships with co-workers and employees in other departments through effective communication; and
- excellent communication skills with a proven ability to effectively interact with all levels of employees.

A Bachelor's degree is required for this position as is ten years of related professional experience; five of which have been in a supervisory capacity.

SALARY & BENEFITS

The National Academies of Sciences, Engineering, and Medicine offer a competitive benefits package.

LOCATION

This position is located in Washington, DC.

APPLICATION DEADLINE

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To nominate a candidate, please contact Greg Duyck: gregduyck@aspingleadershipgroup.com.

All inquiries will be held in confidence.

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