



**EXECUTIVE DIRECTOR OF DEVELOPMENT
INSTITUTE OF NOETIC SCIENCES**

Petaluma, California

[Institute of Noetic Sciences](#)



The Aspen Leadership Group is proud to partner with the Institute of Noetic Sciences (IONS) in the search for an Executive Director of Development.

The Executive Director of Development will drive the organization's fundraising activities, including *IONS 50* – the Institute's five-year, \$25 million comprehensive campaign, the largest endeavor IONS has ever embarked upon. *IONS 50* will support the achievement of each of the Institute's five strategic pillars, as well as large-scale campus improvements. The Executive Director of Development will develop and implement a sophisticated, multi-pronged fundraising strategy to achieve campaign goals, while boosting the organization's core fund development capacity and effectiveness. This is a unique opportunity for the successful candidate to bring their expertise and passion to a world-renowned organization with the mission of revealing the interconnected nature of reality through scientific exploration and personal discovery, creating a more compassionate, thriving, and sustainable world. IONS seeks a candidate whose life purpose is aligned with its vision and mission.

The transformative experience of astronaut Dr. Edgar Mitchell, the sixth man to walk on the moon, led him to establish the Institute of Noetic Sciences in 1973. He understood that by applying the scientific rigor used in his explorations of outer space, we could better understand the mysteries of *inner space*—the space in which he felt an undeniable sense of interconnection and oneness.

Inner wisdom is inherent to our humanness and has been accessed for millennia through meditation, prayer, yogic practices, and other ancient methods. IONS draws on the evidence of these age-old traditions to construct carefully formulated scientific hypotheses about the power of interconnection and its potential to help us thrive, both individually and as a collective. Through direct-experience research, it applies the lens of modern science to topics often perceived as mysterious or elusive, such as the power of belief to accelerate healing or the connection between intuition and invention.

Evidence from every domain – from medicine and technology, to education and business – demonstrates that when we access our innate knowing to gain clarity and discover deeper truths about ourselves, it fuels progress for everyone. Every day, the team at IONS is using the power of science to reveal the link between an individual's inner wisdom, the interconnectedness which unites us all, and its power to enhance our lives.

The day science begins to study non-physical phenomena; it will make more progress in one decade than in all the previous centuries of its existence.

–Nikola Tesla

REPORTING RELATIONSHIPS

The Executive Director of Development will report to the Chief Executive Officer, Claire Lachance and work closely with the Board of Directors and the entire management team.

PRINCIPAL OPPORTUNITIES

For nearly 50 years, the Institute of Noetic Sciences has been dedicated to breaking through outdated and limited worldviews by expanding the boundaries of what is possible for humanity. We are the world leader in frontier consciousness research—champions for the science of what connects us. IONS has published hundreds of peer-reviewed research papers. We provide experiential education to more than 6,000 individuals per year. Our media reach is global, our network vast, and our partnerships strong. In part because of IONS' leadership, yoga, tai chi, and mindfulness are now mainstream. Meditation gardens have sprouted on hospital grounds. Even Big Business is taking time out for noetic practices.

Over the last three years, the leadership team has positioned IONS to undertake the first comprehensive campaign in the organization's history: IONS 50. We are driven by a powerful shared vision that the time is now for IONS to expand its impact in the world. The foundation has been set via the focus of our new strategic plan, the unprecedented alignment of our board, staff, and donors with that plan, a best practice driven operating culture, the deepened conviction of our supporters, and the readiness of our global audience for a new model for humanity. Today, IONS is poised as never before to create substantial scientific breakthroughs in well-being, innovation, and personal transformation.

The Executive Director of Development will play a vital role in driving the success of the IONS 50 campaign and permanently up-leveling IONS fundraising capacity in support of long-term financial sustainability. This role offers a powerful, hands-on opportunity to lead a focused team of fundraising professionals and to collaborate closely with the CEO, Board Chair, and already-mobilized IONS 50 Committee.

This position also provides the very unique experience to work at IONS majestic EarthRise Campus, which extends across 194 acres bridging the rugged landscape of Northern California with the San Francisco Bay Area, on land the indigenous Miwok hold sacred. This is a spectacular, inspiring environment within which to work—we view our campus as a true living laboratory.

It is our hope that—similar to IONS current senior leaders—the new Executive Director of Development will view his or her role as a synchronous alignment of professional achievement and a deep personal interest in advancing the forefront of consciousness research.

—Claire Lachance, Chief Executive Officer

PRIMARY RESPONSIBILITIES

The Executive Director of Development will

- drive the success of IONS fund development operations, representing a current donor base of 3,000 people located across the U.S. and around the world, among the 50,000 on its mailing list;
- lead the IONS 50 fundraising campaign in close partnership with the Chief Executive Officer and the Board's IONS 50 Committee;
- strategically design, guide, and supervise development programs, including annual giving, planned giving, and donor engagement events and initiatives;
- cultivate, steward, and expand the portfolio of donors including establishing one's own comprehensive portfolio of donors;

- collaborate with the Communications and Engagement Director on the development of strategies and materials related to donor and prospect communications, reflecting IONS' new branding and messaging protocols;
- manage budget and revenue projections with the Finance team, with special attention to revenue forecasting;
- proactively support and enhance the effectiveness of the Chief Executive Officer and Board Chair in their donor cultivation activities;
- embody the vision, mission, values, and strategic priorities of the organization; and
- build relationships and work collaboratively with leadership and all staff.

KEY COLLEAGUES



Claire Lachance
Chief Executive Officer

Claire Lachance serves as the CEO of the Institute of Noetic Sciences, leading a team of world-renowned scientists and experiential program professionals located at the IONS EarthRise campus in Northern California.

Prior to joining IONS in 2016, Claire was Founder and President of Inspiration Quest, Inc. where she led the delivery of comprehensive management consulting services to hundreds of nonprofit organizations, foundations, public agencies, and social entrepreneurs. Earlier in her career, Claire held executive positions at Pacific Bell and MetLife. She earned an MBA from Harvard Business School and a BA magna cum laude in Economics from Tufts University.



Johnny Calvert
Chief Financial Officer

Johnny is a licensed Certified Public Accountant (inactive) with 30 years of experience with public charities, closely held businesses, estates, and trusts. Johnny has been with IONS since 2007.

Johnny's interest in the field of noetics and personal awakening began with a period of active kundalini that, while initially misunderstood, has since provided insight, inspiration and challenges about what it is to be human — in relation to our own self, others and the greater world in which we live.



Helané Wahbeh
Director of Research

Helané Wahbeh is the Director of Research at the Institute of Noetic Sciences and an adjunct assistant professor in the Department of Neurology at Oregon Health & Science University. Helané is clinically trained as a naturopathic physician and research trained with a Master of Clinical Research and two post-doctoral research fellowships. She has published on and spoken internationally about her studies on complementary and alternative medicine, mind-body medicine, stress, and posttraumatic stress disorder and their relationships to physiology, health, and healing.

Her VET-MIND study funded by the National Institutes of Health examined the mechanisms of meditation for combat veterans with PTSD. Her current research interests include healing stress and trauma, examining mechanisms of mind-body medicine, and rigorously studying extended human capacities.

Helane's extensive meditation training includes the Mindfulness-Based Stress Reduction Teacher Training by Jon Kabat-Zinn, a four-year Meditation Teacher Training with CoreLight, and a 16-year regular meditation practice.



Kerstin Sjoquist
Director of Experience

Kerstin Sjoquist is the Director of Experience at the Institute of Noetic Sciences. A long-time IONS member, a series of synchronous and magical events led Kerstin to a staff position at the Institute in 2014, where she now spends her days in support of the creation of IONS' programmatic offerings to benefit those who seek a deeper engagement with potential and fulfillment.

Prior to joining IONS, Kerstin was the founder and CEO of Consciousness Arts, Inc., specializing in psycho-spiritual products, classes, and services to assist people in expanding and enhancing their lives. Blending the imaginative dexterity gained from her time as a Juilliard-trained actor with spiritual dimensions gleaned from decades of personal study she created the Bliss Trips line of guided meditation journeys. Kerstin holds a master's degree in East-West Psychology with a focus in transpersonal psychology from the California Institute for Integral Studies (CIIS).



Claudia Weiss
Board Chair

Claudia Weiss is Chairman of the IONS Board of Directors and the board Science Committee. She is the founding Chair of Invest in Yourself at Nexus Global Youth Summit and Network, bridging practical consciousness research with philanthropy, impact investing, activism, and social innovation. As a funder and citizen scientist, Claudia advises experimental projects with the potential to accelerate large-scale change, like World Future Coin, HeartMath's Global Coherence Initiative, and Flow Genome Project. Previously, she pioneered the concept of collaboration labs by founding NextNow Collaboratory, once described by the director of MIT's Center for Collective Intelligence as a "new kind of collective intelligence." Claudia's collaboration with IONS started when President Willis Harman invited her to join a five-year "Peace-building Through Business" inquiry at Fetzer Institute while she was Director of the University of California, Berkeley Haas School's center for designing and delivering strategic learning programs for corporations while initiating social responsibility and sustainability curriculum. This experience led her to explore consciousness as the most powerful leverage point for inspiring regenerative culture.



Liz Huntington
Chair, IONS 50 Committee

Liz Huntington serves as Secretary of the IONS Board of Directors. Liz is a marketing executive with over 25 years of leadership experience at national and international brands geared toward renewable energy, health, and wellness. Her community involvement also spans 25 years, with volunteering and non-profit board participation at Saybrook Graduate School, the Institute for Health and Healing at California Pacific Medical Center, Restore Hetch Hetchy, San Anselmo Open Space Committee, and most recently IONS. She is currently the Director of Marketing at the San Francisco Theological Seminary.

PREFERRED QUALIFICATIONS

The Institute of Noetic Sciences seeks an Executive Director of Development with

- successful capital or comprehensive campaign within the last 10 years;
- a passion for building authentic relationships and making successful solicitations;
- demonstrated experience securing major gifts (\$1 million or more);
- demonstration of the utmost professionalism, while also being down-to-earth and accessible to a wide variety of people;
- exceptional writing and presentation skills;
- a results-oriented attitude with drive and discipline;
- superb project-management skills;
- a contagious yet grounded attitude of positivity and abundance;
- a flexible, collaborative, and comfortable working style in an environment where noetic practices are the norm;
- passion for mentoring staff, supporting board members, and leading by example; and
- fluency in the Microsoft Office Suite as well as major fundraising platforms (e.g., DonorPerfect).

DIVERSITY, EQUITY, AND INCLUSION

The Institute of Noetic Sciences is an equal opportunity employer and makes employment decisions on the basis of merit. Company policy prohibits unlawful discrimination based on race, color, creed, gender (including gender identity and gender expression), religion, marital status, registered domestic partner status, age, national origin, ancestry, physical or mental disability, medical condition, sex (including pregnancy, childbirth, breastfeeding or related medical condition), genetic information, sexual orientation, military and veteran status or any other consideration made unlawful by federal, state, or local laws. It also prohibits unlawful discrimination based on the perception that anyone has any of those characteristics, or is associated with a person who has or is perceived as having any of those characteristics.

SALARY AND BENEFITS

The Institute of Noetic Sciences offers a comprehensive salary and compensation package. The position includes competitive vacation, paid holidays, and health, dental, and basic life insurance. IONS also provides a delicious, farm-to-table free lunch on most weekdays, as well as ample opportunities to engage in experiential programs.

LOCATION

IONS is headquartered in Petaluma, California on a beautiful 194-acre Northern California campus purchased by the Board of Directors and a group of dedicated donors 19 years ago. This is a spectacular, inspiring environment within which to work, and IONS is open to outstanding candidates whose home location may require partial telecommuting.

APPLICATION INSTRUCTIONS

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

To apply for this position, visit:

[Executive Director of Development, Institute of Noetic Sciences.](#)

To nominate a candidate, please contact Floyd Akins:

floydakins@aspenleadershipgroup.com.

All inquiries will be held in confidence.