



**DIRECTOR OF DEVELOPMENT AND CORPORATE RELATIONS
SOCIETY FOR INDUSTRIAL AND APPLIED MATHEMATICS
Philadelphia, Pennsylvania**

[Society for Industrial and Applied Mathematics](#)



The Aspen Leadership Group is proud to partner with the Society for Industrial and Applied Mathematics in the search for a Director of Development and Corporate Relations.

The Director of Development and Corporate Relations will plan, organize, and direct all of the society's fundraising efforts including the major gifts program, annual fund, planned giving, corporate giving, special events, and capital campaigns. The Director will work closely with the Executive Director and the Board of Trustees in all development and fundraising endeavors.

The Society for Industrial and Applied Mathematics (SIAM) is an international community of over 14,500 individual members. Almost 500 academic, manufacturing, research and development, service and consulting organizations, government, and military organizations worldwide are institutional members. SIAM was incorporated in 1952 as a nonprofit organization to convey useful mathematical knowledge to other professionals who could implement mathematical theory for practical, industrial or scientific use. SIAM continues today to advance the application of mathematics and computational science to engineering, industry, science, and society, to promote research that will lead to effective new mathematical and computational methods and techniques for science, engineering, industry, and society and to provide media for the exchange of information and ideas among mathematicians, engineers, and scientists.

SIAM publishes eighteen peer-reviewed research journals and approximately 15 to 20 textbooks and monographs a year which are viewed as a leading source of knowledge for the world's applied mathematics and computational science communities. For more than fifty years, SIAM publications have been indispensable to researchers, faculty, and students around the world.

SIAM Undergraduate Research Online (SIURO) is a web-based publication devoted to undergraduate research in applied and computational mathematics. The publication represents a wide range of applied topics, including but not limited to, analysis, discrete mathematics, statistics, operations research, optimization, dynamical systems, modeling, and computation.

SIAM News reports on novel applications of mathematics and new uses of mathematical methods in numerous areas from medicine to climate modeling and is intended for both SIAM members and the overall community served by SIAM.

SIAM conferences focus on timely topics in applied and computational mathematics and applications. These conferences provide a place for members to exchange ideas and expand their network of colleagues.

SIAM offers applied mathematics and computational science related resources for students, teachers, and professionals, such as guidelines, reports, and videos. It also organizes a robust list of programs, like the MathWorks Math Modeling Challenge for high school juniors and seniors and the Gene Golub SIAM Summer School for graduate students. SIAM's extensive prize program annually recognizes outstanding applied mathematicians and computational scientists. The SIAM Committee on Science Policy has a continued presence in Washington, D.C., where it works with policymakers and actively advocate for science funding while also keeping its membership aware and knowledgeable on relevant policy issues.

REPORTING RELATIONSHIPS

The Director of Development and Corporate Relations will report to the Executive Director, James M. Crowley.

PRINCIPAL OPPORTUNITIES

The position of Director of Development and Corporate Relations is a newly created role at the Society for Industrial and Applied Mathematics. SIAM has received small donations from members in the past and it has also received a number of larger bequests, but it has not had an explicit development program. The Board of Trustees has decided that the time is right to initiate a development program for the purpose of raising funds – from both philanthropic sources and corporate sponsorships – in order to fund new programs to benefit graduate students in its field of focus as well as other new initiatives to serve its community and to sustain and improve current activities.

SIAM has a healthy reserve fund and revenues from membership, publication sales, and conference registration fees. However, in order to initiate new programs and to continue its existing support for the applied math and computational science community, it seeks to raise additional funds.

Since this is a new effort, SIAM anticipates that the incoming Director of Development and Corporate Relations will spend time planning this new program through discussions with SIAM staff and members of the Board of Trustees in order to establish priorities and set goals and procedures for achieving these goals, as well as to define the resources needed. This is an exciting opportunity for an experienced development professional to initiate, implement, and lead a new program that can have a positive impact on SIAM's ability to achieve and further its mission.

SIAM is the leading organization in the world for applied mathematics and computational science. Its mission is to serve this discipline, enable it to continue to thrive, develop, and serve applications across the breadth of science, engineering and industry, and to serve its members who work in these areas.

PRIMARY RESPONSIBILITIES

The Director of Development and Corporate Relations will

- develop fundraising strategies for the implementation of a development program for SIAM;
- create and execute an annual fundraising plan with goals;
- meet prospective donors and supporters on a continual basis to establish effective communications;
- grow a major gifts program including the identification, cultivation, and solicitation of major donors;
- oversee grant seeking for special projects including research, proposal writing, and reporting requirements;
- build a planned giving program with a focus on deferred gifts through estates and charitable gift annuities and trusts;
- direct the annual fund program, including mailings and annual fundraising drives;
- develop a corporate giving program;
- build strategic alliances with corporate partners including a focus on STEM education and research;
- direct capital campaigns and other major fundraising drives;
- coordinate fundraising special events;

- oversee prospect research;
- act as staff liaison for the Board Development Committee meeting;
- oversee the fundraising database and tracking systems;
- oversee the creation of publications to support fundraising activities; and
- maintain gift recognition programs.

KEY COLLEAGUES



James M. Crowley
Executive Director

James M. Crowley has served as the Executive Director of the Society for Industrial and Applied Mathematics since November 1994. Prior to coming to SIAM, he served, as an officer in U.S. Air Force in a variety of positions, including Assistant Chief Scientist at the Air Force Systems Command. He was a program manager for the Applied and Computational Mathematics program at the Defense Advanced Research Projects Agency (DARPA) and served as the head of the directorate for Mathematics and Information Sciences at the Air Force Office of Scientific Research. Prior to that, he was also a tenured associate professor at the U.S. Air Force Academy and worked in Air Force laboratories. Crowley received his Ph.D. in Applied Mathematics from Brown University. His areas of interest include mathematical control theory and scientific computing.



Susan A. Palantino
Chief Operating Officer

Susan Palantino was hired in November 1999 as the Director of Finance and Administration and the Chief Financial Officer of the Society for Industrial and Applied Mathematics. She currently holds the position of Chief Operating Officer where she has oversight responsibilities for SIAM finances, human resources, customer service, and facilities. Prior to her position at SIAM she worked at The Academy of Natural Sciences in Philadelphia, first as Controller and then as the Vice President of Finance and Administration (1981–1999). Palantino started her career as a CPA and auditor at Main Hurdman (merged with KPMG). She earned a Bachelor of Science in Accounting from Villanova University, graduating Summa Cum Laude. She has served as a board member and Chair of the Finance Committee for St. Katherine of Siena School.



Carl T. Kelley
Chair, Board of Trustees

C. T. Kelley is a Drexel Professor of Mathematics at North Carolina State University. He is the author of four books and over 150 papers. He has served on the SIAM Council and Board of Trustees, as editor-in-chief of the SIAM Journal on Optimization and SIAM Review, as SIAM Vice President for Publications, and is currently the Chair of the SIAM Board of Trustees.

Kelley received his B.A. in Mathematics from Vanderbilt University in 1973 and his Ph.D. in Applied Mathematics from Purdue University in 1976. He was a postdoctoral associate at the Mathematics Research Center in Madison, Wisconsin for the 1977-78 academic year. He has been on the faculty at North Carolina State University since 1978. Kelley is a fellow of the AAAS in addition to SIAM.



Samuel Gubins

Treasurer, Board of Trustees

Samuel Gubins is President of the non-profit Annual Review Investment Corporation which manages the investments for Annual Reviews. From 1995–2015 he was the President and Editor-in-Chief of Annual Reviews, a non-profit scientific publishing organization and currently serves on its Board of Directors. Since 1982 Gubins has served as a member of the Board of Directors and Treasurer of the Society for Industrial and Applied Mathematics.

Gubins is a graduate of Stuyvesant High School, earned a B.A. from Reed College, and a Ph.D. from The Johns Hopkins University (Economics). He was on the faculty of Haverford College from 1968 until 1981, during which time he served as Chairman of the Department of Economics and Vice President for Finance. He is the co-author of *Macroeconomics: Analysis and Policy* (1974). He was Senior Vice President of the Academy of Natural Sciences in Philadelphia (1981-1995) where he had broad administrative responsibilities, including the direction of its museum. He was Chairman of the Pennsylvania Humanities Council from 1988-1994. Gubins is a Fellow of the American Academy of Arts and Sciences and the American Association for the Advancement of Science.

PREFERRED QUALIFICATIONS

The Society for Industrial and Applied Mathematics seeks a Director of Development and Corporate Relations with

- experience managing fundraising programs and working with individual donors, foundations, and corporations;
- an ability to develop and initiate new strategies;
- strong verbal and written communications skills;
- knowledge of gift regulations, fundraising techniques and strategies, and accounting and budgeting principles and practices;
- sound judgment and the ability to make independent decisions while working collaboratively through a team approach;
- the ability to work in a system that emphasizes measurable objectives that include targets for fundraising goals;
- the ability to organize meetings and events;
- evidence of success in cultivating and maintaining collaborative relationships;
- a demonstrated ability to work successfully with diverse stakeholders;
- an ability to work well under pressure and manage projects simultaneously;
- strong organizational and time management skills; and
- strong data analysis skills.

A bachelor's degree is required for this position. At least five years of experience in development is preferred.

DIVERSITY, EQUITY, AND INCLUSION

As a professional society, SIAM is committed to providing an inclusive climate that encourages the open expression and exchange of ideas, that is free from all forms of discrimination, harassment, and retaliation, and that is welcoming and comfortable to all members and to those who participate in its activities. In pursuit of that commitment, SIAM is dedicated to the philosophy of equality of opportunity and treatment for all participants regardless of gender, gender identity or expression, sexual orientation,

race, color, national or ethnic origin, religion or religious belief, age, marital status, disabilities, veteran status, field of expertise, or any other reason not related to scientific merit. This philosophy extends from SIAM conferences, to its publications, and to its governing structures and bodies. SIAM expects all members of SIAM and participants in SIAM activities to work toward this commitment.

SALARY & BENEFITS

The Society for Industrial and Applied Mathematics offers a competitive and comprehensive salary and package of employee benefits.

LOCATION

This position is located in Philadelphia, Pennsylvania.

APPLICATION INSTRUCTIONS

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 apply for this position, visit:

[Director of Development and Corporate Relations, Society for Industrial and Applied Mathematics.](#)

To nominate a candidate, please contact Floyd Akins:

floydakins@aspenleadershipgroup.com.

All inquiries will be held in confidence.