



Director of Scientific Giving

The Foundation for Food and Agriculture Research (FFAR) invites applications and nominations for the position of Director of Scientific Giving. Working with FFAR's Scientific Programs staff, he/she will be responsible for proactively cultivating, soliciting and stewarding prospect and donor relations to support project specific funding. He/she will play a fundamental role in raising funds and establishing relationships to support FFAR's scientific programs through development of major gifts to support at least 1:1 matching requirements. He/she will report to the Executive Director and will closely coordinate with the Director of Development for prospect/donor cultivation, solicitation, stewardship and execution of goals and strategic objectives. For more information about FFAR, see: <https://foundationfar.org/>.

Responsibilities

- Work with a portfolio of donors/prospects through the giving cycle from research and identification through engagement, solicitation, gift closure and stewardship on restricted/project specific support
- Support the creation of customized solicitation packages and project materials to engender new and maintain existing project specific donor support
- Work directly with the Director of Development to identify and prioritize program and initiative needs, opportunities, and program defined donor value and ROI
- Conduct thorough and appropriate follow up with contacts at conferences and FFAR convening events
- Plan and execute personal face-to-face visits to fulfill project team solicitation strategies, goals and metric targets
- Collaborate and coordinate with FFAR Communications, Program, Operational and Development staff on events and related activities
- Contribute to FFAR's overall strategic goals and operating plans by assisting development operations and related duties as required

Desired Experience and Attributes

- Bachelor's degree required; master's degree preferred
- A record of progressively responsible development experience
- Experience at a research or higher education institute desired
- Demonstrated success in soliciting and closing restricted/project specific institutional gifts
- Proven track record in building successful donor and key stakeholder relationships
- Demonstrated ability to effectively work independently and as part of a dynamic team
- A creative, pro-active, organized and detail-oriented individual
- Demonstrated time management skills and ability to multi-task, troubleshoot, and follow-through in a fast-paced environment
- Superior interpersonal, verbal and written communication skills
- Significant computer skills, particularly experience with CRM and/or fundraising databases
- Experience with national organizations
- Willingness to travel

Application and Nomination Process

FFAR has retained Academic Search, Inc. to assist with this search. Applications, nominations, and expressions of interest can be submitted electronically, and in confidence, to FFARDirector@academic-search.com. Applications will be actively reviewed on a rolling basis as submitted, and will be received until an appointment is made. Applications should consist of a substantive cover letter, resume and a list

of five professional references with full contact information. No references will be contacted without the explicit permission of the candidate. Confidential discussions about this position may be arranged by contacting William Howard at wfh@academic-search.com or Andrea Cowsert at abc@academic-search.com.

FFAR is an equal opportunity employer. Applicants are considered for positions without regard to race, color, religion, sex, national origin, age, physical or mental disability, genetic information or any other category protected by applicable federal, state or local laws, and applications are encouraged from individuals who may fall into any such groups, as well as from veterans and uniformed service members.