

ByalaSearch LLC

ASSOCIATE VICE PRESIDENT OF ADVANCEMENT AND CHIEF DEVELOPMENT OFFICER

ByalaSearch LLC is pleased to announce that our firm has been retained by the Max Planck Florida Institute to identify candidates for the position of Associate Vice President of Advancement and Chief Development Officer.

ABOUT THE MAX PLANCK FLORIDA INSTITUTE

Part of the prestigious Max Planck Society based in Germany, the Max Planck Florida Institute (MPFI) is its first and only institute in North America. The Max Planck Society is among the most prestigious research institutions in the world with the 86 Max Planck Institutes producing 15,000 scientific journal publications each year. Situated in the growing biosciences cluster on the “John D. MacArthur Campus” in Jupiter, in scenic Palm Beach County, Florida, MPFI provides a vibrant, collaborative foundational science research environment. The selected candidate will have the exciting opportunity to make a major contribution to the Institute’s groundbreaking discoveries and rapid advancement of neuroscience.

PRIMARY FUNCTION

The Max Planck Florida Institute for Neuroscience is seeking an Associate Vice President of Advancement to provide strategic leadership in developing a successful fundraising team, enhancing current programs, and developing a comprehensive fundraising program with a special focus on Major Gifts, with the goal of raising \$2 to \$3 million in the first year.

Reporting to the Scientific Director and CEO, the Associate Vice President of Advancement will work to develop thoughtful engagement opportunities, appropriate solicitation strategies, and personal stewardship activities for the Institute’s current major donors. Leveraging the global Max Planck scientific brand, the continued national growth and expansion of the Major Gifts activities is one of the Institute’s major priorities for Advancement. The selected candidate will also lead the Advancement team in their efforts to grow and strengthen the MPFI annual fund, donor stewardship, outreach and other areas that support growth. Setting annual priorities, metrics and quantitative goals and tracking progress for all areas of Advancement activities should be part of this strategy.

POSITION DESCRIPTION

Specific Responsibilities of the Associate Vice President of Advancement:

- Provide strategic leadership for the implementation of a plan to develop a national comprehensive fundraising program for MPFI with a special focus on Major and Principal Gifts.
- Act as the lead Major Gifts Officer and model staff to follow suit.
- Develop engagement strategies and customized stewardship activities for MPFI's current and future Major Gift prospects.
- Involve MPFI's Scientific Director and CEO and other Institute academic and administrative leadership, trustees and leaders of the Max Planck Gesellschaft (MPG) in the cultivation and solicitation of MPFI's donors as appropriate.
- Provide high-level briefings, drafting of follow-up communication, the preparation of gift proposals and appropriate stewardship of gifts to facilitate leadership's involvement in fundraising.
- Support the continued development of MPFI's annual fund, the Brain Trust, by setting goals to increase national donor participation and upgrade donors to higher level recognition societies, eventually turning them into major donors to MPFI.
- Develop a general stewardship program that includes annual philanthropy reports, events, recognition societies and other expressions of appreciation that describe the general impact of philanthropy on MPFI and the thoughtful management of gifts by the Institute.
- Undertake a comprehensive review of the Giving Societies and evaluate if the appropriate balance between the Annual Fund and Major Gift level recognition is achieved.
- In close collaboration with the MPFI Communications team, the Associate Vice President will lead the development and implementation of a compelling, comprehensive communications program to motivate MPFI's community to become donors or increase their giving.
- Working with the COO and CEO, the Associate Vice President will maintain a list of strategic giving and naming opportunities that reflect the breadth of MPFI investment opportunities in support of its academic, scientific and educational priorities.
- Take the lead within the Institute leadership to help achieve 100% trustee participation in the annual fund program.
- Fluently articulate the distinct role of MPFI in fundamental research.
- Maintain a balanced departmental budget and advocate for additional resources when significant incremental fundraising opportunities can be identified.

- Travel to Germany to continue to learn about opportunities and collaborate with the parent organization.
- Additional responsibilities as needed.

Ideal Skills and Experience:

- A bachelor's degree is required. Advanced degree preferred.
- Minimum of 10 years of related experience.
- Demonstrated strategic background to build and sustain a funding pipeline.
- Outstanding communication and rapport-building skills and strategic planning experience.
- Self-motivated, possessing an entrepreneurial attitude, strong work ethic, flexible style, and ability to lead and work as a team player.
- Experience in a research institute/environment preferred.
- Experience or interest in working in a global organization.

Critical Competencies for Success

- Substantial experience building a robust fundraising program, including stewardship and major gifts strategies. Track record of creating strategies for developing and increasing gift opportunities; identifying and building a national pipeline of individual donors that have resulted in minimum six and seven-figure gifts.
- Track record of leading a successful development program including Planned Giving, Annual Fund and related programs such as stewardship, research and use of digital infrastructure.
- History of supporting and leading a high-functioning, positive and constructive team culture.
- History of raising national profile of an organization and distinguishing it among its peers, leading to increased recognition and giving.

Other Characteristics

The Associate Vice President of Advancement and CDO must believe in the value of fundamental, curiosity-driven research. The placement should display high levels of discretion, professional judgment, ethics and confidentiality to build a culture of collaboration, transparency, respect and support within the development team and across the MPFI organization at large. A leader within a tight-knit team at a world-renown

research institute, the Associate Vice President of Advancement will support the development team and collaborate with the strong Communications and Outreach departments. The placement will be creative, hardworking and committed to the mission of MPFI, able to thrive in a high-performing environment with an ability to function effectively in a complex organization. The Associate Vice President of Advancement and Chief Development Officer will be a big picture thinker who displays a high degree of emotional intelligence, diplomacy and self-awareness with the discipline to establish and meet personal and team goals on behalf of the Max Planck Florida Institute.

Kindly send nominations or expressions of interest to:

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