

ByalaSearch LLC

DIRECTOR OF DEVELOPMENT

ByalaSearch LLC is pleased to announce that our firm has been retained by The Food Allergy Science Initiative to identify candidates for the position of Director of Development.

About THE FOOD ALLERGY SCIENCE INITIATIVE

The Food Allergy Science Initiative (FASI) is an emerging organization with an urgent mission: inspiring and supporting scientific leaders to collaborate across disciplines and institutions, to catalyze transformative research into food allergies. This basic research, for which FASI will seek funding, will improve how we diagnose, treat and prevent food allergies for millions of adults and children living with them. Founded in 2016, FASI was incubated at the Broad Institute at MIT and Harvard and is now a fully independent organization. FASI's work has attracted significant funding and prominent researchers from across the country. Food allergies are a severe public health threat faced by millions worldwide, affecting 32 million in the U.S. alone. Very little is known about the science behind these allergies, and diagnostics and treatments remain limited. FASI has formed an interdisciplinary team of highly respected, top-tier scientists to solve this problem. FASI is now working with 20 different labs and more than 100 scientists.

Primary Function

This is an exciting opportunity to be one of the first members of a small, dynamic team working to support research to advance transformative evidence-based diagnostics, prevention and treatments of food allergies. FASI is seeking a highly skilled, strategic, and creative development professional to become its first Director of Development. Reporting to the Executive Director, Chris Olsen, the Director of Development will create and implement a new fundraising program to fuel FASI's ambitious scientific vision.

The ideal candidate will be a self-starter who is adept at working independently and as part of a small team in a start-up environment. They must have experience in a wide range of development activities including principal gifts, corporate and foundation giving, annual giving, and event management. The ability to translate and relay scientific content to a range of audiences and a strong commitment to the mission will be key to the new Director's success.

Position Description

Specific Responsibilities of the Director of Development:

Partnering closely with the Executive Director, the Director of Development will:

- Create a customized cultivation strategy for existing 6, 7 and 8 figure prospects.
- Develop and grow a fundraising program from the ground up, including the identification, cultivation, solicitation, and stewardship of new major and principal gift prospects, annual donors, and corporations and foundations.
- Help raise the profile of FASI and FASI scientists through the identification and advancement of opportunities around speaking engagements, communications, and events.
- Support and partner with the FASI Board of Directors to maximize their participation in advancing FASI's mission through use of their networks.
- Establish close working relationships with a wide variety of external partners in order to successfully cultivate, solicit and steward major and principal gift donors.
- Bring best practices in fundraising to effectively engage with donors and their funding representatives on charitable gifts.
- Serve as an effective spokesperson for FASI's mission and scientific activities through verbal and written communication.
- Complete additional duties as required.

Ideal Skills and Experience:

- Proven track record of working in a fast-paced, start-up environment with multiple stakeholders.
- Demonstrated success in identifying, cultivating, soliciting and closing 6/7-figure gifts.
- Experience in fundraising from individual donors, as well as corporations and foundations.
- Adept at understanding then translating and relaying scientific content at a layperson level.
- Equally skilled at being entrepreneurial, independent and deeply collaborative.
- Excellent communication skills, organizational skills, and attention to detail.
- Adept at working in a start-up development environment; demonstrated ability to manage competing demands and changing pace of priorities.
- Excellent interpersonal and communication skills; demonstrated diplomatic acumen and a professional demeanor and attitude.
- Excellent judgment and discretion.
- Knowledge of Raiser's Edge or other similar donor databases a plus.
- Bachelor's degree required. Advanced degree preferred.

Critical Competencies for Success

- Track record of initiating a broad strategy for development; creating bespoke strategies to cultivate, solicit and steward donors at the 6 and 7 figure level.
- Experience identifying donors and creating a pipeline dedicated to scientific research.
- History of positioning an organization and raising its profile in a deliberate way.
- Ability to create and meet ambitious goals.

Critical Metrics for Success

- Creation of development strategy for the organization's near and midterm growth.
- Initiation of a plan to cultivate existing donors and create strategy for gift solicitation.
- Identification of additional prospective donors with an affinity for FASI's science-based mission of addressing food allergies.
- Raise minimum \$5 million for the fiscal year 2021-2022.

Other Characteristics:

A dedication to FASI's mission is essential to the Director of Development for FASI. The successful candidate will be collaborative and demonstrate flexibility in adapting to shifting institutional priorities and must possess the maturity, poise, and sophistication to understand and manage complex relationships with researchers, development colleagues and high net worth individuals. They will have demonstrated expertise in development, making them a trusted advisor to the Executive Director, Boards and scientists.

The placement will have the experience and confidence to create a development program and high-level strategy as well as inform colleagues in order to gain their support and bring them along on the strategy. The candidate should thrive in a high performing environment. The successful candidate will be comfortable in this fast-paced setting and have the intellectual curiosity and personal motivation to achieve the goals of FASI. The placement will have a demonstrated ability to bring team spirit, enthusiasm and integrity to the role to motivate and achieve results. The placement will have the confidence and interpersonal skills that promote collaboration and cooperation among the diverse constituents supporting FASI.

Kindly send nominations or expressions of interest to:

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