



# DIRECTOR OF DEVELOPMENT FOR INSTITUTIONAL GIVING

**ByalaSearch LLC** is pleased to announce that our firm has been retained by The Nuclear Threat Initiative to identify candidates for the position of Director of Development for Institutional Giving.

## ABOUT NUCLEAR THREAT INITIATIVE

The Nuclear Threat Initiative (NTI) was founded in 2001 by former U.S. Senator Sam Nunn and philanthropist Ted Turner on a premise that still defines the organization: the gravest dangers facing humanity are not inevitable. They arise from deliberate decisions, accidents, miscalculation, weak safeguards, and systems that fail under stress. NTI addresses those vulnerabilities to reduce the likelihood and consequences of catastrophe.

NTI's hallmark is action. They have deep expertise, publish influential research, and convene policymakers, the private sector, scientists, and other stakeholders, like a think-tank. But they also create change:

They permanently eliminated terrorist threats by helping remove poorly secured highly enriched uranium (HEU) from a Serbian nuclear reactor, then catalyzed a \$3+ billion U.S. government program that removed or safeguarded vulnerable HEU and plutonium globally.

They built the world's first low-enriched uranium fuel bank in Kazakhstan, giving countries access to nuclear energy without the proliferation risk of domestic enrichment.

They spun off IBBIS, an independent institution preventing biological risks related to emerging technology.

NTI helped shape the plot of a major Hollywood production to focus new audiences on nuclear risk.



They led the coalition that produced a joint state resolution against resuming explosive nuclear testing in Nevada.

And they launched a joint venture to promote the secure scaling of nuclear energy for climate goals.

In short, NTI catalyzes progress.

## PRIMARY FUNCTION

“We all have a stake.” That’s how NTI’s late co-founder Ted Turner characterized their work. The Director and the Development Team work to expand the circle of people who believe that and who are willing to fund the work.

The number of foundations focused on nuclear security is small and shrinking. Biosecurity funding is growing but tilting heavily toward technology rather than policy or implementation. Corporate support is nearly nonexistent.

The Director of Development’s portfolio comprises 50-80 prospects, about five to 10 of which are active and well engaged. An important part of the Director’s job will be establishing and implementing a plan to find new funders, make the case to audiences who don't yet see themselves as part of this conversation, and help build the financial foundation for work that has no obvious substitute. First-year goals, to be recommended by and defined with the Director, include:

- Increasing institutional funding
- Establishing a baseline for donor engagement activity
- Refining and pursuing corporate giving strategy
- Engaging new institutional communities such as DAFs and family office networks

This is a full-time position that reports to the Vice President for Development.



NTI seeks a strategic fundraising professional who can identify and develop institutional opportunities and manage the full grant lifecycle supporting their mission to reduce nuclear, biological, and emerging technology threats. This role requires someone who operates with initiative, works well across a team, and knows how to move a prospect from first conversation to long-term partner.

## POSITION DESCRIPTION

### **Responsibilities:**

- Design and implement institutional funding strategies aligned with NTI's priorities and philanthropic trends.
- Identify, cultivate, and steward relationships with foundation and corporate funders.
- Brief senior leadership and prepare materials for funder engagement and high-level meetings.
- Manage the full proposal development lifecycle, coordinating program staff, setting and enforcing deadlines, and maintaining visibility on every open project. Bring a sharp editorial instinct to complex material, flagging where expert knowledge needs translation and working with colleagues to get it there.
- Build and maintain relationships with other key departments including Programs, Finance, Government Relations and Communications; partner with program and finance teams to ensure strong alignment, accurate budgeting, compliance, and timely reporting.
- Promote idea generation and external visibility across NTI.
- Manage the institutional giving pipeline in Salesforce, ensuring accurate tracking and analysis of prospects, proposals, and grants.
- Strengthen internal systems and processes to support efficient and effective grants management and funder engagement; provide structures, timelines and deadlines for deliverables from internal partners participating in the fundraising process.



- Contribute to broader development strategy, team leadership, and cross-functional collaboration; encourage team and colleagues to own pieces of the process whether meeting with funders, crafting proposal language or sharing new funding streams.
- Some travel may be expected.

#### **Ideal Skills and Experience:**

- Bachelor's degree required.
- A minimum of 8 years of progressive experience in institutional fundraising, with a strong track record of securing and managing six- and seven-figure grants.
- Experience in the Higher Education, Humanitarian, Public Health, or Research sectors.
- Familiarity with DAFs, Family Foundations and major donors a plus.
- Experience with reporting on grants from large institutions such as governments.
- Adaptable with an ability to learn and articulate the mission of the organization.
- Collaborative and complementary within a team environment.
- Ability to determine where institutional and individual giving can be leveraged to maximum effect.
- Exceptional skills in proposal writing, editing, and grants management.
- Experience working with CRM systems, preferably Salesforce.
- Excellent relationship management, communication, and organizational skills.
- Familiarity with international affairs, nuclear and biosecurity, or national security is a plus but not required.



**Critical Competencies for Success:**

- Track record of researching and identifying prospects on the foundation and corporate giving sides and of producing innovative, compelling proposals for prospective foundation and corporate donors.
- History of collaborating with faculty or program officers and integrating them into successful fundraising efforts on behalf of a specific program or organization.
- Experience crafting strategy from the ground up, whether updating or overhauling existing institutional fundraising strategies and approaches.

**Other Characteristics:**

The successful candidate believes deeply in NTI's mission. The ideal candidate will be a mission-driven, emotionally intelligent leader who thrives in a growing, entrepreneurial nonprofit environment. The candidate is passionate about impact and prevention, comfortable navigating political and scientific landscapes.

The candidate possesses the maturity, poise, and sophistication to represent NTI with passion and authority, communicating the organization's mission and activities, while modeling best practices for a team and managing complex relationships with a broad pool of current donors with high capacity. Relationship management abilities, communications skills, project management experience and a collaborative work style are essential to the Director of Development for Institutional Giving at NTI.



## WORK ENVIRONMENT

This position requires three to five days in the Washington, D.C. office. Must be resident of DC, MD or VA.

## COMPENSATION

The hiring salary range for the Director of Development for Institutional Giving is \$142,500 - 159,100.

This position is eligible for health insurance benefits, as well as other generous benefits that are part of the NTI compensation package.

*NTI is proud to be an equal opportunity employer and encourages people of all backgrounds and identities to apply. All applicants will be considered without attention to race, color, religion, national origin, sex, age, marital status, personal appearance, sexual orientation, gender identity or expression, familial status, family responsibilities, political affiliation, genetic information, disability, credit information, homeless status, status as a victim or family member of domestic violence, a sexual offense, or stalking, or any other quality or circumstance protected by Federal or D.C. law.*

## KINDLY SEND NOMINATIONS OR EXPRESSIONS OF INTEREST TO:

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