



**Smithsonian Tropical Research Institute
Associate Director for Advancement and Outreach**

Come join a team of dedicated staff at an exceptional time in Smithsonian history. With our Secretary, Lonnie G. Bunch III, who was previously the founding director of the Smithsonian's National Museum of African American History and Culture, we are positioned to realize our goal of being a truly 21st century museum complex. The Smithsonian is dedicated to its founding mission, "the increase and diffusion of knowledge" and as such we use our resources to explore and understand the most diverse and important ecosystems on the planet, encourage curiosity, ignite wonder and spark the joy of learning. Following the success of the Smithsonian's first comprehensive capital campaign, the largest ever undertaken by a cultural organization, the Smithsonian has built a model fundraising organization. This position offers exciting opportunities for the successful candidate to make a significant impact on the future of the Smithsonian. There is no better time to join this amazing Institution.

The Smithsonian Tropical Research Institute (STRI) seeks a dynamic and accomplished Associate Director for Advancement and Outreach with proven fundraising experience to help grow a \$70-million endowment and work with staff scientists and leadership to expand and diversify a gifts and grants program that averages \$4-6 million a year from individual donors, private foundations, and public sector grants. The Associate Director formulates and implements a strategic plan for an integrated fundraising model that supports annual and long-term goals. S/he manages a well-established advancement team on two continents, and leads a diverse portfolio of assets, including individual donors, private foundations, public sector foundations, and partners in the private sector. This work includes the qualification of new prospects, and the cultivation, solicitation, and stewardship of donors through in person visits and communications. The Associate Director collaborates with museum staff and other Smithsonian units on programs and solicitations.

The Associate Director must be passionate about STRI's devotion to original research focused both on fundamental understanding of tropical, marine, and terrestrial organisms, and on interdisciplinary and transdisciplinary research in support of tropical conservation and sustainability. In addition, the Associate Director must also be passionate about science education, outreach, and engagement – in Panama and around the world.

The successful candidate will have four to six years of successful experience in major gift fundraising, preferably in a major, science-related institution, non-profit organization, or educational institution. Application materials should show experience in building long-term donor relationships and closing 5-7 figure gifts. Hands-on board management experience with a proven history of fundraising success, including cultivation through solicitation and stewardship as well as experience working with planned giving, grant writing, and annual fund strategies should be demonstrated in the application. Candidates must have superior oral and written communication skills, including demonstrated success in foundation proposal writing and the ability to translate technical ideas into language easily comprehensible to non-specialists. Candidates must also have demonstrated competence in taking initiative and ownership of projects and working with minimal direction and supervision. A bachelor's degree is required; an advanced degree is preferred.

Headquartered in the Republic of Panama, STRI is the world's premier tropical biology research organization, dedicated to increasing understanding of the past, present, and future of tropical

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biodiversity and its relevance to human welfare. STRI's basic research is conducted primarily in tropical forest and coral reef ecosystems. STRI scientists discover new organisms, test scientific explanations for ecological adaptation and evolutionary innovation, develop methods to restore degraded lands, train students and promote conservation of tropical ecosystems. STRI provides: a comprehensive tropical sciences library; a network of research stations in the American tropics and a station in Kenya, all protected under international treaties and equipped for sophisticated studies; and two construction-crane canopy-access systems. STRI also coordinates ForestGEO, a global network of more than 50 forest research and monitoring stations on five continents. Additionally, STRI hosts a fellowship program that provides training opportunities to students worldwide and provides advanced graduate studies with affiliated institutions. A bilingual public education and outreach program interprets STRI research and promotes conservation. To learn more about the Institute, please visit www.stri.si.edu.

The Smithsonian Institution is a unique complex of museums and galleries, the National Zoological Park, and nine research centers. The Smithsonian is a national and world treasure and is dedicated to its founding mission, "the increase and diffusion of knowledge." Its exhibitions, programs, collections, and outreach touch the lives of millions of Americans every year, as well as many who visit us from abroad.

The Smithsonian offers a competitive salary and a comprehensive benefits package. To learn more about us visit www.si.edu. This is not a federal position but has similar requirements and benefits. Interested candidates should submit their resumes and cover letter to oastaffing@si.edu by March 8, 2022. Please include the position title in your e-mail subject line. **Resumes should include a description of your paid and non-paid work experience that is related to this job; starting and ending dates of job (Month and year); and average number of hours worked per week.**

The Smithsonian Institution is an equal opportunity, affirmative action employer. Candidates of all backgrounds are encouraged to apply.