Chief Development Officer
Allen Institute for Artificial Intelligence
Seattle, WA
allenai.org

Send Nominations or Cover Letter and Resume to:
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The Opportunity:

The Allen Institute for Artificial Intelligence (AI2) is searching for its inaugural Chief Development Officer (CDO). AI2 has just recently diverged from its parent, Vulcan, Inc., to become an independent 501c3 organization. The first AI2 CDO will build and grow a pipeline of funding sources, both from foundations and individual donors. This is an extraordinary opportunity to break new ground at one of most recognized and respected research centers in the world.

Vulcan, Inc., was created in 1986 by the late Paul Allen and his sister, Jody Allen. Their purpose was to "make and leave the world a better place." AI2 lives that mission by bringing together the world's most brilliant AI researchers and engineers to use this data-centered technology to improve our lives, the environment, and our communities.

"Paul's legacy is to do good and to make meaningful change," says Jen Dumas, AI2's general counsel. "The impact we are making is amazing. I am proud to work here."

If you are motivated by wanting to work hard in partnership with people who share in the mission to contribute to humanity, and you are self-driven and have a high bar of execution, then consider applying for this truly once-in-a-lifetime opportunity.

Overview

The Allen Institute for Artificial Intelligence (AI2) is a nonprofit research institute in Seattle founded by Paul Allen and headed by Professor Oren Etzioni. The core mission of AI2 is to contribute to humanity through high-impact research in artificial intelligence.

AI2 has undertaken several ambitious projects to drive fundamental advances in science and medicine through AI. Among them are the Aristo Project, which aims to build systems that demonstrate a deep understanding of the world, integrating technologies for reading, learning, reasoning, and explanation; Mosaic, which is a team building machine with common-sense intelligence; and a project that builds on AI2's expertise in natural language processing, computer vision, and engineering to deliver a tangible positive impact on fairness.

AI2 works on a wide variety of challenges in the AI space, from fundamental research to user-focused applications that apply cutting-edge AI techniques to real-world problems.

EarthRanger

EarthRanger is an easy-to-use online software solution developed to help protected area managers, ecologists, and wildlife biologists stay informed and make operational decisions for wildlife conservation.

Protected areas are vast expanses of land with wildlife facing threats of deforestation, community encroachment, poaching, climate change, and illegal trading of wildlife. It's vital for protected area managers to be able to monitor wildlife and their natural habitats in real time.

EarthRanger collects, integrates, and displays all historical and available remote sensing data available and combines it with reports from the field to provide one unified view of collared wildlife, rangers, enforcement assets, and infrastructure within a protected area.

This solution is very effective at monitoring and studying wildlife movement across ecosystems, ranging from very specific areas to continent-wide migrations.

Skylight

[Skylight](#) helps improve maritime transparency to protect our oceans. Illegal, unreported, and unregulated (IUU) fishing is an economic, human rights, and food security issue that impacts billions of dollars and millions of people globally and is a key driver of ocean health decline. Skylight was developed to enable maritime analysts to identify suspicious vessel behavior and alert authorities who can investigate and take enforcement and compliance action when necessary.

The prevalence of illegal fishing makes the ocean the world's largest crime scene, which disproportionately impacts under-resourced coastal countries. With insufficient regulations and resources for the vast areas they need to monitor, agencies believe technology and policy play a key role in solutions for this global issue. Countries with the political will to tackle the issue need the resources to efficiently detect and document illegal vessel activity while it is happening so they can act both on the water and in their courts of law.

Working at AI2

AI2 employs over 200 of the world's best scientific and engineering talent in the field of AI, attracting individuals of varied interests and backgrounds from across the globe. AI2 prides itself on the diversity and collaboration of its team members, who work together to foster a results-oriented approach to complex challenges in AI.

In addition to AI2's core mission, AI2 also aims to contribute to humanity through its treatment of each member of the AI2 Team. Some highlights are:

- **Learning organization**: Because everything AI2 does is groundbreaking, it is learning every day. Similarly, through weekly AI2 Academy lectures, a wide variety of world-class AI experts as guest speakers, and a commitment to your personal ongoing education, AI2 is place where you will have opportunities to continue learning alongside your coworkers.
- **Value diversity**: AI2 seeks to hire, support, and promote people from all genders, ethnicities, and all levels of experience regardless of age. It particularly encourages applications from women, non-binary individuals, people of color, members of the LGBTQA+ community, and people with disabilities of any kind.
- **Value inclusion**: AI2 understands the value that people's individual experiences and perspectives can bring to an organization and is building a culture in which all voices are heard, respected, and considered.
- **Emphasize a healthy work/life balance**: AI2 believes team members are happiest and most productive when their work/life balance is optimized. While valuing powerful research results that drive

the mission forward, AI2 also values dinner with family, weekend time, and vacation time. It offers generous paid vacation and sick leave as well as family leave.

- **Collaborative and transparent**: AI2 considers itself a team, all moving with a common purpose. It is quick to cheer successes, and even quicker to share and jointly problem solve its failures.
- **AI2 is in Seattle**: The AI2 office is on the water! Seattle has mountains, lakes, four seasons, a vibrant theater scene, and so much else. You can bike to work, and AI2 even has kayaks for you to paddle right outside the front door. AI2 welcomes interest from applicants from outside of the United States.
- **Friendly**: Chances are you will like every one of the 200-plus (and growing) people who work here.

The Role

In this inaugural role, the Chief Development Officer (CDO) will lead, develop, and direct a comprehensive and integrated fund development plan to secure unrestricted and restricted contributed income to advance the vision, mission, business plan, and annual goals of AI2. The CDO will be part of the senior leadership team and report to the Chief Operating Officer with an active dotted line to the CEO. The CDO will work with leaders and program directors to identify strategic areas for support; develop compelling cases for that support; identify, cultivate, and solicit prospective funders and donors; and develop successful stewardship and engagement programs to grow and retain philanthropic sponsored research and government support for AI2's mission.

Responsibilities:

- Develop short- and long-term fundraising strategies aimed at maximizing contributed income from individuals, foundations, corporations, and government agencies, as appropriate.
- Execute a robust prospect development and engagement strategy.
- Develop donor solicitation and donor stewardship materials and approaches.
- Develop and implement progress reporting.
- Ensure the highest standards of fiscal responsibility, data integrity, and fundraising best practices, standards, and ethics.

- Work with leadership, program directors, and other stakeholders to build a culture of philanthropy within AI2.
- Work closely with the CEO and COO and other leaders to set high standards of philanthropy within AI2 and identify prospects to support high priority strategic program initiatives and projects.
- Prepare with the CEO and COO the annual income plan for unrestricted and temporarily restricted funds.
- Direct, coordinate, and support ancillary activities of annual and multi-year fundraising plans, including prospect research, development of proposals and appeals, reports to funders, and donor acknowledgements.
- Oversee the implementation of a data management system and fundraising records for all AI2 fundraising activities.
- Participate as a member of the AI2 management team, communicating the fund development goals and objectives, and seeking opportunities for synergy with other organizational strategies to advance the AI2 vision and mission.

Qualifications:

- Ten or more years of experience, or equivalent, in diversified fundraising with demonstrated experience in strategic philanthropy, marketing, major and capital gifts solicitation, donor stewardship, long-range fund development planning, and proposal development and presentation.
- Strong interpersonal and leadership skills, with the ability to create and sustain strong working relationships with funders and donors, Board members and other future volunteers, and colleagues.
- Demonstrated professional success and the ability to serve as a compelling, effective spokesperson for the organization.
- Passion for AI2's mission.
- Excellent communications and writing skills and the ability to be persuasive in supporting and promoting AI2's work.
- Experience writing or editing foundation grants that have led to successful gifts.
- Familiar with fundraising administration (best practices, legal/regulatory policies, protocols, procedures, ethics, and record/data management).
- Knowledge of artificial intelligence, high tech, and other areas in which AI2 operates.
- Understand, thrive, and work effectively in a team environment of creative, intelligent, independent, driven colleagues.
- Exceptional organizational skills.
- Ability to work independently on concurrent projects and balance multiple priorities, with strong project management skills and a high level of attention to detail.
- Ability to develop and maintain strong working relationships with internal staff and members of the external philanthropic community.

This full-time position will be based in AI2's Seattle office. However, team members are currently working remotely due to COVID-19 precautions.

AI2 Commitment to Diversity

AI2, is committed to fostering a [diverse, inclusive environment](#) within the institute and to encourage these values in the wider research community. A diverse group of employees brings a variety of perspectives that encourage novel ideas and new approaches oriented to the data and challenges present in AI research.

Leadership

Oren Etzioni
Chief Executive Officer

Dr. Oren Etzioni is Chief Executive Officer at AI2. He is Professor Emeritus, University of Washington as of October 2020 and a Venture Partner at the Madrona Venture Group since 2000. His awards include Seattle's Geek of the Year (2013), and he has founded or co-founded several companies, including Farecast (acquired by Microsoft). He has written over 100 technical papers, as well as commentary on AI for *The New York Times*, *Wired*, and *Nature*. He helped to pioneer meta-search, online comparison shopping, machine reading, and Open Information Extraction.

James Allard
Chief Operating Officer

James Allard is the COO at AI2. James specializes in Operations and Finance and has had founder or leadership roles in organizations ranging from a large multi-national software company to start-ups in various industries. James continues to focus on operational excellence and financial efficiency at AI2 and works to build a culture that will allow AI2 to achieve all of its goals relating to AI for the common good. James has an M.B.A. and a J.D. and was a corporate and international trade attorney in his early career.

Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. Lindauer does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

Terri Rutter, Senior Consultant at
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or send nominations or cover letter and resume to
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All inquiries will be held in confidence.

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