



Vice President of Development
Peterson Institute for International Economics
Washington, D.C.
<https://piie.com/>

Send Nominations or Cover Letter and Resume to:

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Introduction

The Peterson Institute for International Economics (PIIE) is a private, nonpartisan, nonprofit institution committed to rigorous, intellectually open and in-depth study and discussion of international economic policy. Its purpose is to identify and analyze important issues to make globalization beneficial and sustainable for the people of the United States and the world. PIIE develops and communicates practical new approaches for dealing with challenges confronting the global economy.



The Institute anticipates emerging issues and develops practical ideas, presented in useful, accessible formats, to inform and shape public debate. Its audience includes government officials and legislators, business and labor leaders, management and staff at international organizations, university-based scholars and their students, experts at other research institutions and nongovernmental organizations, the media and the public at large.

For the past three years in a row, PIIE has been recognized with *Prospect's* Best Economic and Financial Think Tank (North America) award.

The Opportunity & Development Overview:

The Peterson Institute for International Economics is seeking an experienced and passionate fundraising professional to serve in the newly created position of Vice President of Development (VPD). Reporting to the President, s/he will serve on the senior management team, lead a small staff and have the opportunity to design, build, organize and oversee an entirely new development operation.



PIIE is looking forward to expanding its fundraising platform and capabilities and will need an interested leader to work with the President and Board of Directors to develop the strategy and performance for PIIE fundraising in support of the Institute's priorities.

At present, the culture of philanthropy is narrow and deep with key institutional and corporate relationships. To achieve its long-term ambitions, PIIE will require expanding of its culture to include a broader outreach. The Institute raises over 50% of its approximately \$12.5 million annual operating budget from corporate and foundation sources. A much smaller percentage is generated through unrestricted support from individual donors with an approximate \$5 million annual draw from the Institute's existing \$62 million endowment.

[Learn](#) more about PIIE's sources of funding.

The new VPD must have the ability to design a new philanthropic impact model for PIIE and develop new opportunities for giving. There is a strong interest in building and diversifying the pipeline of donors, particularly unrestricted major gifts.

PIIE is operating in real time with eagerness to hire this critical position as soon as possible.

Do you have the right skills and qualities for this position?

- Have you the strategic thoughtfulness and excellent communication skills to partner with a motivated and intelligent leader?
- Are you an outstanding task manager who is highly organized and detail-oriented?
- Are you an accomplished, data-driven leader who has experience working in complex organizations?
- Would you be described as having impeccable character, with a solid core and a soft touch?
- Do you have the social graces to quietly and effectively work with corporate and community titans?
- Have you solicited and closed six- and seven-figure gifts?
- Can you grasp complexities, perform analytics, state a vision and execute with measurable outcomes?
- Would you be excited about and motivated by the opportunity to build a new operation from scratch?

- Do you have a great sense of transparency and camaraderie?

If so, please keep reading.

Position Overview – Vice President of Development

Reporting to the President, and serving as a member of the PIIE leadership team, the Vice President of Development (VPD) will lead the execution of a fundraising strategy for the Institute that expands the depth and breadth of the donor pool, develops sustainable engagement strategies for current and prospective donors and aligns fundraising with the programmatic and financial priorities of the Institute.

Working with the President and the Development Committee of the Board of Directors, the VPD will develop strategies that leverage the President, board members, senior fellows and others to establish and maintain relationships with current and prospective funders.

The VPD will manage a small development staff and will be charged with the identification, direction and management of all of PIIE's major streams of contributed support, including individuals, corporations and foundations. The VPD will staff and support the Development Committee of the Board of Directors and provide reporting and analysis of fundraising plans and results.

Additionally, the VPD will bring best practices to PIIE in the areas of external relations, positioning and communications for fundraising, philanthropic and funding trends and donor engagement and stewardship.

Major Responsibilities:

- Collaborate with PIIE's leadership team to ensure the Institute's overall institutional strength, particularly with respect to contributed revenue and PIIE's position in the funding and philanthropic community.
- Lead the development and execution of a comprehensive fundraising strategy to increase PIIE's contributed revenue streams and build greater awareness of PIIE's mission and impact in the funding and philanthropic community.
- Establish short- and long-term fundraising goals and objectives in the context of PIIE's institutional planning and priority setting.
- Support the relationship building role of the President, and provide thought partnership on issues including prospect strategy development, engagement and stewardship. Advise the President on existing and new prospect priorities.
- Expand relationships with a range of individual, foundation and corporate funders. Collaborate and communicate with PIIE fellows on funding opportunities and potential sources in the context of PIIE's established programmatic priorities. Propose new and refined engagement strategies to effectively connect PIIE with key prospect groups.

- Work with and support the Development Committee of the Board of Directors, including working with the Committee Chair and members on fundraising planning and priority setting, relationship building and stewardship of key relationships.
- Build PIIE’s development infrastructure including systems, policies, and processes to support fundraising best practices.
- Lead and develop the fundraising team including professional development, establishing priorities and measurable goals and fostering an environment of commitment and professionalism within the team.
- Ensure that PIIE’s values and principles are communicated and upheld in its fundraising programs and activities.

Qualifications:

- 15 or more years of professional, relevant experience with at least half in fundraising/development and external relations at leadership levels, is required. A Bachelor’s degree required; advanced degree preferred.
- The ability to conceptualize, plan and implement a strategic approach to building relationships and securing philanthropic support from individuals, corporations and foundations is required.
- An understanding of PIIE’s mission and areas of focus and an ability to articulate the mission and impact of PIIE to current and potential donors. Familiarity with policy research, think tanks and the landscape of issues in international economics is a plus.
- Experience working with chief executives and boards of directors (including development committees) on fundraising, including working with donor relationships, solicitation and stewardship.
- Strong, proven record of fundraising success, particularly including identification and relationship building with individual, foundation and corporate funders.
- Experience in all the phases of prospect development from identification through stewardship.
- Strong record of organizational leadership experience, including leading teams effectively to achieve goals.
- Demonstrated analytic ability and fundraising planning experience and skills.
- Excellent communication and relationship-building skills including verbal, written and interpersonal.
- Ability and comfort working in a fast-paced, dynamic and team-based environment.
- Intellectual acuity and curiosity; poise, self-confidence and a healthy sense of humor.
- Ability to travel internationally.

The Peterson Institute for International Economics

The Peterson Institute for International Economics agenda emphasizes international trade and investment, international finance and exchange rates, macroeconomic policy and crisis response, globalization and human welfare and studies of key economic regions. The Institute’s 70 staff members currently include 20 senior researchers, as well as 15 nonresident fellows — all are distinguished for their combination of research expertise and policy experience focused on the major economies, with special reference to Brazil,



China, the European Union, Japan, Korea and the Middle East, as well as the United States itself and its neighbors Canada and Mexico.

Economic policy research by the Institute's [scholars](#) is the foundation of PIIE's mission and work. Its credibility and unmatched reputation for nonpartisan, objective, peer-reviewed research and diversity of views form the basis of all its publications and commentary. PIIE does not engage in lobbying or private consulting. Individual authors are responsible for their own views, but the Institute subjects

their scholarship and writing to rigorous standards and quality control. There is no official PIIE position on any policy issue.

Current PIIE priorities include:

- improving macroeconomic policy after the global financial crisis;
- truth telling about the benefits of globalization and the costs of closed economies;
- the rebalancing of China's growth model and its impact on the world economy;
- globalization, inequality and labor market adjustment;
- exchange rate interventions and reform of the international monetary system;
- regional trade agreements and multinational investment, notably the Trans-Pacific Partnership (TPP);
- sustainable growth models for Europe, Japan and the United States; and
- financial stability, including cost-benefit analysis of global regulation.

PIIE research has provided some of the intellectual foundations for many major international policy initiatives of the past three and a half decades, including:

- reforms of the International Monetary Fund (IMF), initiated by the G-20 in 2009–10;
- creation of the Asia Pacific Economic Cooperation (APEC) forum and the TPP initiative;
- quantitative easing and adapting monetary policy to a low-interest-rate world;
- reform of U.S. sanctions policy;
- initiation and implementation of the Strategic and Economic Dialogue between the United States and China; and
- the North American Free Trade Agreement (NAFTA) and other U.S. free trade agreements (notably with Korea).



To learn about more policy initiatives, please click: [International Policy](#)

PIIE's experts often partner with independent think tanks in Europe, Asia and elsewhere to broaden the scope of their research and outreach. The Institute also hosts [events](#) that bring together a diverse array of international specialists from government, business and the research community to engage in constructive dialogue. In addition, PIIE creates audiovisual materials, interactive graphics and social media content to deepen the public's understanding of the issues.

Please read the [2017–2018 Annual Report](#).

Leadership:



Adam S. Posen
President

Adam S. Posen has been president of the Peterson Institute for International Economics since January 2013. Over his career, he has contributed to research and public policy regarding monetary and fiscal policies in the G-20, the challenges of European integration since the adoption of the euro, China-U.S. economic relations and developing new approaches to financial recovery and stability. He was one of the first economists to seriously address the [political foundations of central bank independence](#) and to [analyze Japan's Great Recession as a failure of macroeconomic policy](#). While at the Federal Reserve Bank of New York during 1994–97, he coauthored [Inflation Targeting: Lessons from the International Experience](#) with Ben Bernanke, Thomas Laubach and Frederic Mishkin.

Please [click](#) to read President Posen's full bio.

Location



In 2001 the Peterson Institute for International Economics moved into a building it commissioned and built at 1750 [Massachusetts Avenue](#) ("Embassy Row"), NW, Washington, D.C. It is located across from the main Brookings Institution building, diagonally across from Carnegie Endowment for International Peace, and next to the Paul H. Nitze School of Advanced International Studies.

The building was designed by James von Klemperer from the architectural firm Kohn Pedersen Fox. Its state-of-the-art conference center is named in honor of the Institute's founder, C. Fred Bergsten. The sculpture garden is named in honor of Institute benefactor Anthony M. Solomon. The building houses several pieces of art donated by Stephan Schmidheiny, a former director of the Institute, including a sculpture by Joan Miró and a painting by Elizabeth Murray. It also

houses collections of Chinese and African art donated by William M. Keck, Ambassador John M. Yates, and Anthony M. Solomon.

The building was granted the Best Architecture for 2001 award by the *Washington Business Journal* and won a Best Design award from the American Institute of Architects in 2003.

Background Checks:

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

**To learn more, call
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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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