

Director for Corporate and Foundation Relations

The Center for Strategic and International Studies (CSIS) is a nonprofit, bipartisan public policy organization established in 1962 to provide strategic insights and practical policy solutions to decisionmakers concerned with global security and international prosperity. Over the years, it has grown to be one of the largest organizations of its kind, with a staff of some 200 employees, including more than 120 analysts working to address the changing dynamics of international security and economics across the globe.

The Center seeks a Director for Strategic Planning and Development to join a dynamic team of professionals. The Director will play an important role in ensuring that the Center meets its yearly financial and operational objectives through targeted outreach with key funding partners from corporations and foundations. This position will report up to the Vice President for Strategic Planning.

The Director will actively engage on both the substantive and management sides of the organization, in order to successfully connect the priorities and initiatives of the CSIS program/scholars to the interests of CSIS stakeholders. The Director will analyze short and long-term program goals, as a means to market and customize strategies that generate solid funding streams. Responsibilities include oversight of a small staff of professionals, stewarding existing relationships with corporate partners; identifying unrealized opportunities; and directing the annual corporate contribution campaign. On the foundation side, the Director will assist in vetting substantive proposals, ensure timely reporting on grants and provide guidance to staff and scholars on foundation prospects.

The successful candidate will have:

- A minimum of 6-8 years experience in development work, with significant experience handling corporate and foundation relations
- Prior work in the public policy sector or an academic setting.
- Ability to relay the organization's mission and goals persuasively to influential individuals.
- Strong interpersonal skills, poise and presentability are emphasized.
- Excellent written and oral communication skills,
- Sound judgment, and strong initiative.
- Ability to work in a multi-faceted office where teamwork is essential
- Ability to oversee the daily work of subordinates and to motivate and encourage their personal growth.

Knowledge of the international relations field and familiarity with the Washington policy community would be strong assets. A graduate degree is preferable.

Salary commensurate with experience. Please forward letter of interest, CV, salary history, and references to: employment@csis.org **EOE**