

# Development Research Institute

AT NEW YORK UNIVERSITY

## Position Announcement: Executive Director, Development Research Institute

### Organizational Overview:

Located within New York University's Faculty of Arts and Sciences, the Development Research Institute (DRI) is devoted to rigorous, scholarly research on the economic development and growth of poor countries. Independent and non-partisan, DRI seeks to engage the academic world and the wider public about effective solutions to world poverty through a range of activities, including the Aid Watch initiative.

DRI was founded by NYU Economics Professors William Easterly and Yaw Nyarko in 2003, and scaled up in 2008 to include core administrative and fundraising staff as well as a growing roster of research fellows and affiliated faculty. In 2010, DRI is poised for a new phase a growth, ready to sharpen its strategic vision and expand its donor base.

For more information, visit [dri.fas.nyu.edu](http://dri.fas.nyu.edu) and [aidwatchers.com](http://aidwatchers.com)

### Position Summary:

DRI is seeking a dynamic, visionary Executive Director to work collaboratively with Professor Easterly to guide DRI into its next phase. Motivated by commitment to and belief in DRI's work and values, the ideal candidate will provide adept leadership, a deep understanding of international economic development issues, and strong fundraising and networking skills.

This is a unique opportunity to work with an internationally-recognized thought-leader in an organization committed to changing the way the world thinks about what works in international development.

### Responsibilities:

- Work closely and collaboratively with Professor Easterly, DRI's Associate Director and other members of the DRI team to develop and sharpen DRI's strategic vision
- In tandem with our strategic vision, take the lead in creating a comprehensive fundraising plan including donor research, cultivation, solicitation, and maintenance
- Build and manage DRI's development program, including all aspects of donor development and major gifts
- Maintain existing relationships with DRI supporters, while leveraging these relationships to build new contacts with individuals, foundations, and other sources of support for DRI activities. Expand and diversify DRI's donor portfolio
- Learn quickly to navigate NYU's official procedures and hierarchies and build relationships within NYU to take advantage of funding opportunities within the University's development and fundraising offices
- Prepare well-written, high-quality proposals and reports
- Direct and implement DRI programs and events; recruit and supervise administrative staff and research fellows; and master NYU systems and bureaucracy to get things done

**Qualifications:**

- Several years experience in fundraising from individuals and foundations, as well as budget management and staff supervision
- A proven record of soliciting major gifts and maintaining a portfolio of donors; knowledge of the philanthropic community working in DRI's space
- Demonstrated interest and in-depth knowledge of issues relating to international economic development and foreign aid; a passion for changing the dialogue about what we know in international development and making aid more effective for the poor
- Outstanding interpersonal, presentation, and communication skills, including the ability to tailor messages to different audiences; flexibility is required and a sense of humor highly-valued
- Bachelor's degree required; Master's degree preferred

**To Apply:** Send a resume and cover letter specifically addressing how you meet these qualifications to Professor Easterly ([william.easterly@nyu.edu](mailto:william.easterly@nyu.edu)). Include in the subject line "Executive Director Job."

NYU is an Equal Opportunity/Affirmative Action Employer.