
MATHEMATICA

Policy Research

Director of Foundation Engagement

Mathematica Policy Research, an internationally recognized nonpartisan research organization, seeks a relationship-driven and strategic Director of Foundation Engagement who will help to grow, deepen, and diversify the organization's portfolio of work with foundations and their implementing partners. Working together with Mathematica's area leaders and experts in the human services portfolio, the Director will engage with foundation leaders and grantees to better understand both existing and emergent priorities, how Mathematica's services can advance those priorities, and where there is opportunity for co-creation and partnership around new areas.

Mathematica is dedicated to improving social well-being by creating and making use of relevant evidence. Mathematica's approximately 1,200 staff based largely in nine offices, help clients address pressing social issues through program and policy evaluations, technical assistance, data analytics, data collection, and other kinds of technical support. They have worked with a wide range of foundations, including the Annie E. Casey Foundation, the Bill & Melinda Gates Foundation, Casey Family Programs, the David and Lucile Packard Foundation, the Ewing Marion Kauffman Foundation, the James Irvine Foundation, the Laura and John Arnold Foundation, the Robert Wood Johnson Foundation, the Wallace Foundation, the Walton Family Foundation, and the W. K. Kellogg Foundation. In addition to foundations, Mathematica serves nonprofit organizations, universities, professional associations, and federal, state, and local agencies

Renowned for its independent research, objective evaluation, and rigorous methodology, Mathematica's capabilities and reach have grown to respond to new challenges and learning needs of its clients and partners. As it is more critical than ever that social policy and community change be evidence-based, Mathematica increasingly serves as a learning partner, helping foundations improve programs, refine their strategies, and inform the field. To accomplish this, Mathematica helps foundations and grantees clarify the problems they are seeking to address, hone their Theory of Change based on existing evidence, pilot new initiatives, and conduct rapid cycle evaluations. Most of this work is currently focused on issues relating to education, early childhood, youth programs, and economic mobility.

The Director is expected to have a finger on the pulse of significant developments and trends across the philanthropic landscape and have familiarity in working with or at foundations on projects that inform the decisions of foundation staff, grantees, other implementing partners, policymakers, and practitioners. The Director will help to ensure that Mathematica's area directors and senior researchers across the Human Services division have the insights necessary to design new short- and long-term engagement strategies that leverage the diverse expertise and collective work of Mathematica. The Director will also help develop the skills of staff who work with foundations or who assist with project development and relationship management. Critically, the Director will be expected to help Mathematica staff develop responsive approaches to the evolving and emergent priorities of foundations and their partners, assisting them in drawing lessons that can inform future investments, program improvements, and public policy.

Addressing diversity, equity, and inclusion both internally within the organization and externally in society is at the core of Mathematica's values. Internally, Mathematica is focused on creating a welcoming and supportive culture that draws on the individual strengths of employees from different ethnic backgrounds, cultures, abilities, and experiences. Simultaneously, Mathematica staff are committed to making sure their work is informed by a variety of diverse perspectives and strengthened by applying a culturally-responsive and equity-focused lens. The Director will serve as an ally to this work internally and externally.

The ideal candidate will have at least 10 years of experience working in or with foundations on projects that utilize measurement, evaluation, and learning to drive strategy development and decision-making. They will have substantive expertise working in the US on initiatives relevant to Mathematica's Human Services Division (education, early childhood, youth, employment programs, etc.) and will have a strong familiarity with how research, measurement, and learning inform foundation strategies. Excellent written and oral communication skills, strong interpersonal skills, and the ability to convey complex technical issues to a broad and diverse audience are required. A Master's degree or equivalent experience in education, public policy, sociology, psychology, economics or a related social science is preferred.

Director of Foundation Engagement

The Director of Foundation Engagement will further Mathematica's mission in improving social well-being and public policy by working closely with foundations and their implementing partners. Critically, they will 1) meet, collaborate, and share with foundation leaders and staff to understand the impact areas they focus on; 2) seek to identify opportunities for Mathematica to inform, improve, and drive Foundation strategies and priorities through the creation and use of relevant evidence; and 3) provide an important feedback mechanism between area directors, project staff, and foundation priorities to develop new engagement strategies.

Essential Functions & Duties

- Cultivate and develop relationships with foundations to deepen, broaden, and diversify how Mathematica interacts with and serves existing and prospective foundation clients, including their grantees and/or implementing partners.
- Create a business development approach that is systematic, strategic, and forward thinking in its ability to anticipate future trends and funding priorities across philanthropies, especially in domestic human service areas including education, early childhood, youth, and economic mobility.
- Contribute to the growth and development of Mathematica's foundation work, including helping to identify new opportunities and cultivating relationships with foundation staff. The Director will collaborate closely with senior leaders and researchers to serve as a resource in building connections that look beyond traditional project funding.
- Collaborate with Mathematica leadership and senior researchers in order to understand, present, and articulate Mathematica's unique expertise in independent, objective research and analysis. Develop a compelling case for how foundations can partner with Mathematica to use that evidence to *drive* program and policy strategies, in addition to strategic learning.
- Travel extensively to develop and maintain relationships with funders, including presenting findings and reports to foundations and other stakeholders. Meeting venues may include

foundation headquarters, other Mathematica offices, grantee convenings, conferences, and collaboratives.

- Build institutional capacity to steward and maintain relationships with foundation staff; help develop junior Mathematica staff to manage relationships and build avenues for the organization as a whole to understand foundation needs/priorities.

Qualifications

- Bachelor's degree required; an advanced degree in a related social policy field is strongly preferred;
- Ten or more years of proven leadership in or with foundations, ideally including work on U.S. education, early childhood, youth programs, and/or employment programs;
- Knowledge of foundation landscape in the US, including prominent national foundations, foundation-serving organizations, grantees, and other implementing partners; the ability to position Mathematica effectively with existing and new partners to identify opportunities to fund the various areas in which Mathematica works;
- Familiarity with broad social policy research and the ways that research, measurement, and learning can inform organizational and programmatic strategies;
- Proven capability in strategic planning and project development, including successfully developing and leading new areas of work and managing teams to perform that work;
- Demonstrated success in developing, building, and maintain relationships with senior leaders and research staff across different sectors;
- Highly motivated and self-directed, with strong interpersonal skills;
- Excellent written and oral communication skills.
- There is a preference for this role to work from Mathematica offices in Seattle, WA; Oakland, CA; Princeton, NJ; Washington, DC; Chicago, IL; and Cambridge, MA.

About Mathematica Policy Research

Mathematica Policy Research is a pioneering nonpartisan research organization dedicated to improving public well-being. Mathematica's 1200 employees help decision makers across the public and private sectors address pressing social issues through program and policy evaluations, technical assistance, data analytics, data collection, and other kinds of technical support.

Celebrating its 50th anniversary in 2018, Mathematica has been at the forefront of assessing the effectiveness of policies and programs for decades. Considered an architect of social policy research, the organization conducted the nation's first major social research experiment, the New Jersey Negative Income Tax Experiment, to test ways of encouraging low-income individuals to work. In recent years, Mathematica has launched four specialized research centers (Center for Studying Disability Policy, Center for Improving Research Evidence, Center on Health Care Effectiveness, and the Center for International Policy Research and Evaluation) and has diversified its work to include policy issues related to child welfare, housing, veterans' affairs, and climate change as well as strategies to alleviate poverty in developing countries.

Today, Mathematica staff are concentrated in nine locations – Princeton, NJ (headquarters); Ann Arbor, MI; Cambridge, MA; Chicago, IL; Oakland, CA; Seattle, WA; Tucson, AZ; Washington, DC; and Woodlawn, MD.

How to Apply

Mathematica Policy Research has retained Talent Citizen to assist in this recruitment. President Tracy Welsh and Associate Connor Daley are leading this search.

Please submit your resume, cover letter, and where you learned of the position to mathematica-dfe@talentcitizen.com

Mathematica is an Equal Opportunity Employer and does not discriminate against any employee or applicant for employment because of race, color, sex, age, national origin, religion, sexual orientation, gender identity, status as a veteran, and basis of disability or any other federal, state, or local protected class.