Established in 1968, Mathematica is an internationally recognized non-partisan research firm that brings evidence to bear on the world’s most pressing policy questions and social challenges. Working across all sectors and regions, Mathematica helps its clients to develop, measure, evaluate, and scale policies and programs to maximize impact and improve the lives of millions across the globe. Mathematica’s social mission and commitment to quality and innovation drives us to develop highly tailored approaches that draw on the best available methods, tools, and technology to meet our partners’ learning and decision-making needs. Today, the organization’s 1,200 employees are helping philanthropic organizations, multilateral and bilateral donor agencies, other government agencies, and a range of non-governmental and private sector organizations make a difference in more than 50 countries.

Mathematica seeks visionary, entrepreneurial Directors of Engagement and Research to join its rapidly growing global philanthropy practice within the organization’s International research division. The Directors will help expand, deepen, and diversify the organization’s portfolio of work with foundations in three priority sectors: (1) food and agriculture, (2) international health (with a focus on reproductive, maternal, newborn, and child health) and (3) nutrition. Working together with Mathematica’s area directors and experts in the International division, the Directors will engage with foundation leaders and partners to better understand and identify both existing and emergent priorities and measurement and learning needs in the global philanthropy sector and how Mathematica can help address them through its unique positioning at the intersection of research, policy, and practice. The Directors will be leading subject matter experts and thought leaders with an entrepreneurial bent; have a strong track record of research excellence; and have experience using measurement, evaluation, and learning to drive strategy and decision-making. The role is best suited to those who thrive in a fast-paced and collaborative environment.

The Search

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 initiatives and interventions be evidence-based, Mathematica increasingly serves as a multidimensional learning partner to foundations, helping them to improve their programs, refine their strategies, and inform the field. In this role, Mathematica helps foundations and grantees clarify the problems they are seeking to address, hone their theories of change based on existing evidence, pilot new initiatives, and conduct both rapid cycle and longer-term rigorous evaluations. Mathematica also works closely with Foundations to build learning agendas and develop monitoring, evaluation, and learning frameworks and processes to facilitate continuous learning and program improvement. In the international arena, most of this work is currently focused on issues relating to health, nutrition, agriculture, food systems, education, early childhood, and energy. Most recently,
Mathematica announced an acquisition of EDI, an international research and data collection organization, which will further expand its offerings to a growing portfolio of international clients.

The Directors are expected to have a finger on the pulse of significant developments and trends across the philanthropic landscape in their respective areas of expertise, 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 Directors will help to ensure that Mathematica’s area directors and senior researchers across the International 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 Directors will also help develop the skills of staff who work with foundations or who assist with project development and relationship management. Critically, the Directors 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.

Ideal candidates will have at least 10 years of experience working in a senior leadership position and on projects that utilize measurement, evaluation, and learning to drive strategy development and decision-making. They will have deep substantive expertise, demonstrated thought leadership, and a strong publication record in one or more of Mathematica’s international development priority sectors: international health, nutrition, and food/agriculture. 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. An advanced degree in economics, public policy, public health, or a related discipline is also required. This position can be based in any of Mathematica’s seven offices.

This is an exciting opportunity to join a highly respected research organization that has a long record of innovation in social policy research and shape the direction of our work to contribute to global policy discourse and decision making. Mathematica offers a collaborative culture that is intellectually stimulating and grounded in practical application.

**The Role**

Reporting to the International Division’s Vice President and Division Director, the Directors will further Mathematica’s mission in improving social well-being by stewarding growth and supporting excellence in our work with foundations and their implementing partners. Critically, they will (1) identify and support the pursuit of opportunities for Mathematica to inform Foundation strategies and priorities through the creation and use of relevant evidence; (2) develop systematic processes across area directors, project staff, and foundation priorities to develop new engagement strategies and ensure the quality of our work, and (3) expand the organization’s internal capabilities at the intersection of philanthropy and its priority international development sectors by: directing priority projects; mentoring senior and junior staff; and collaborating with experts across Mathematica’s international and domestic research areas.

**Essential Functions & Duties**

**Business development**

- 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 development 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 and other clients in Mathematica’s priority international development sectors.

• Contribute to the growth and development of Mathematica’s foundation work, including helping to identify new opportunities and cultivating relationships with foundation staff.

• 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 to develop and maintain relationships with funders, including presenting or discussing research findings and/or Mathematica’s broader portfolio to foundations and other stakeholders. Meeting venues may include foundation headquarters, grantee convenings, sector-specific conferences, and other forums frequented by foundations.

• 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.

**Project leadership and quality assurance**

• Lead large and complex projects in the Director’s area of expertise and serve as trusted advisor and learning partner to Foundation clients

• Provide thought leadership and support to Mathematica’s portfolio of work in a particular sector to both ensure technical excellence and responsiveness to client and other stakeholders’ learning and decision-making needs

**Division-level thought leadership and capacity-building**

• Develop and oversee processes to deepen and expand staff expertise and know-how in Mathematica’s priority international development sectors; such processes could include brown bags, distinguished speaker series, and targeted internal staff trainings

• Support dissemination of Mathematica’s research and work through publications in peer-review journals and other dissemination channels

**Qualifications**

For this critical role, Mathematica is seeking a senior research professional with substantial experience leading a portfolio of research or evaluation work in a public or private research organization, university department or other research-oriented organization. The successful candidate will be a strategic thinker, persuasive communicator and excellent team builder who has a track record of winning grants and proposals. S/he will be creative, self-directed and action-oriented. In addition, the ideal candidate will possess most of the following experiences and personal characteristics:

• PhD or Master’s degree in economics, public policy, public health, or a related discipline; with a minimum of 15 years of professional experience (8-10 years in a leadership role) in international
development research. Experience leading evaluation and learning efforts for philanthropic organization highly preferred.

- Established research record (contributions to peer-reviewed journals and gray literature publications, and presentations at conferences and other expert forums)
- Understanding of the philanthropic funding landscape and a track record of securing grants and/or contracts from government, foundations and/or aid agencies
- Demonstrated success in developing, building, and maintaining relationships with senior leaders and research staff across different sectors;
- Proven capability in strategic planning and project development, including successfully developing and leading new areas of work and managing teams to perform that work;
- Experience addressing wide-ranging evaluation needs, including rigorous impact and process evaluations; formative and summative evaluations of program, advocacy, and systems change initiatives; strategy reviews; and portfolio-level assessments
- Experience managing global teams composed of internal staff and external partners
- Stellar written and verbal communication skills, and the ability to (1) convey complex technical issues to non-expert audiences, and (2) present and share research results in a way that resonates with foundation clients, practitioners, and policymakers
- Passion for bringing rigorous evidence to bear on policy and programmatic decision-making
- Experience designing and facilitating participatory learning activities with funders and practitioners highly desired
- Self-motivation, adaptability, and ability to operate in ambiguity; interest in being part of a growing and diverse practice area with a start-up atmosphere
- A collegial, consultative team-building approach that puts others at ease and engenders trust; the ability to actively listen, with an appreciation for nuances in communication.
- Ability to travel internationally
- Foreign language skills preferred
- 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 1,200 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. Over the past two decades, 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 cover a wide range of domestic policy issues, as well as strategies to alleviate poverty and improve health and well-being in developing countries.

In 2015, Mathematica launched a separate International research division to support its rapidly expanding international development work. Mathematica’s International division works at the forefront of critical issues in global and international health, nutrition, agricultural development and transformation, food systems, education, early childhood development, and energy, among other sectors. Mathematica’s international development work spans more than 50 countries across Africa, Asia, and Latin America. The International division’s clients include a wide range of foundations, including the Bill & Melinda Gates Foundation, the David and Lucile Packard Foundation, the MacArthur Foundation, the Hewlett Foundation, the Children’s Investment Fund Foundation, the Human Dignity Foundation, the Partnership to Strengthen Innovation and Practice in Secondary Education (PSIPSE), and Dubai Cares. Other clients include the Millennium Challenge Corporation (MCC), United States Agency for International Development (USAID), Department for International Development (DFID), various United Nations agencies, and the World Bank.

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.

TO APPLY

Review of nominations and applications will begin immediately and will continue until the position is filled. All inquiries, nominations/referrals, and applications (including CVs and letters of interest responding to the areas for progress above) should be sent electronically and in confidence to:

Sean Farrell, Partner
Katherine Stellato, Senior Associate
Isaacson, Miller, 1300 19th Street, NW; Suite 700
Washington, DC 20036

Apply at the website: www.imsearch.com/6790

Mathematica is an Equal Opportunity Employer and do 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.