

Strategy and Development Director (4871U) - Institute of
Transportation Studies
University of California, Berkeley

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Posted Sep. 5, 2024, set to expire Jan. 2, 2025

Job Title	Strategy and Development Director (4871U) - Institute of Transportation Studies
Department	
Institution	University of California, Berkeley Berkeley, California
Date Posted	Sep. 5, 2024
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Director/Manager
Academic Field(s)	Development/Institutional Advancement
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Job Description

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Strategy and Development Director (4871U) - Institute of Transportation Studies

About Berkeley

At the University of California, Berkeley, we are committed to creating a community that fosters equity of experience and opportunity, and ensures that students, faculty, and staff of all backgrounds feel safe, welcome and included. Our culture of openness, freedom and belonging make it a special place for students, faculty and staff.

The University of California, Berkeley, is one of the world's leading institutions of higher education, distinguished by its combination of internationally recognized academic and research excellence; the

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transformative opportunity it provides to a large and diverse student body; its public mission and commitment to equity and social justice; and its roots in the California experience, animated by such values as innovation, questioning the status quo, and respect for the environment and nature. Since its founding in 1868, Berkeley has fueled a perpetual renaissance, generating unparalleled intellectual, economic and social value in California, the United States and the world.

We are looking for equity-minded applicants who represent the full diversity of California and who demonstrate a sensitivity to and understanding of the diverse academic, socioeconomic, cultural, disability, gender identity, sexual orientation, and ethnic backgrounds present in our community. When you join the team at Berkeley, you can expect to be part of an inclusive, innovative and equity-focused community that approaches higher education as a matter of social justice that requires broad collaboration among faculty, staff, students and community partners. In deciding whether to apply for a position at Berkeley, you are strongly encouraged to consider whether your values align with our [Guiding Values and Principles](#), our [Principles of Community](#), and [our Strategic Plan](#).

At UC Berkeley, we believe that learning is a fundamental part of working, and our goal is for everyone on the Berkeley campus to feel supported and equipped to realize their full potential. We actively support this by providing all of our staff employees with at least 80 hours (10 days) of paid time per year to engage in professional development activities. To find out more about how you can grow your career at UC Berkeley, visit grow.berkeley.edu.

Departmental Overview

Since its creation in 1947, the Institute of Transportation Studies has been one of the world's leading centers for transportation research, education, and scholarship by developing leading-edge innovations influencing movement of people and goods and advancing sustainability, economic health, and quality of life.

ITS serves as UC Berkeley's nucleus for multidisciplinary transportation research - including engineering, the physical sciences, social sciences, and humanities; student engagement; and outreach by addressing transportation problems and solutions in aviation operations, environmental and health impacts of transportation, infrastructure management, intelligent transportation system, logistics, pavement engineering, traffic operations, traffic safety, transit operations, transportation and energy, and transportation planning. Organizationally, ITS is comprised of smaller centers that specialize thematically on one or more of the research and outreach areas identified.

Over 150 faculty, researchers, and staff members are associated with ITS through various research and educational activities under one of its several research centers. More than 100 graduate students

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pursuing master and doctoral degrees currently study with ITS faculty and researchers. Over 125 graduates have gone on to university faculty positions and many more have become industry and government leaders.

The Institute's programs receive an average of \$25 million in extramural funds each year, one of the largest such totals at the University for a research facility or academic department.

This position is responsible for diversifying and expanding the funding portfolio for the Institute of Transportation Studies (ITS) by developing new revenue streams. This includes generating funds to support research and activities through sponsored projects, contracts, and grants with public and private entities, industrial affiliate and partnership programs, gifts, and self-supporting revenue-generating activities. This also includes ongoing relationship management with new and existing funders.

Leads strategic business development, creating and implementing a plan to expand and grow ITS and bringing in new and more funders and partners. Position's overarching objective is to help build a high-impact, robust, and resilient transportation research portfolio that best benefits society. Position will build and maintain relationships with local, state, national, and international public and private entities for the purpose of identifying and generating new partnerships and funding opportunities for the Institute. Presents an overview of ITS research activities to potential partners and funders. Position will identify opportunities, organize responses, and shepherd proposals from inception to submission, including convening research teams, advising principal investigators (PIs) and reviewing drafts, engaging professional services to support proposal development, and communicating within the University to ensure timely and complete response.

This is a 2-year, 100% FTE contract position with the possibility of extension and/or conversion to career.

Application Review Date

The First Review Date for this job is: September 17, 2024

Responsibilities

35% OPPORTUNITY DEVELOPMENT

Responsible for diversifying and expanding the funding portfolio for the Institute of Transportation Studies (ITS) by developing new revenue streams. This includes generating funds to support research and activities through sponsored projects, contracts, and grants with public and private entities,

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industrial affiliate and partnership programs, gifts, and self-supporting revenue-generating activities. This also includes ongoing relationship management with new and existing funders. Lead the development of the overall ITS approach to funding opportunities. Enable ITS to submit more grants from more diverse funders more easily and more quickly. Explore novel funding opportunities such as public-private partnerships, industry consortium, international collaborations, and start-up/spin-off companies. Develop opportunities aligned with ITS core values, with emphasis on pursuit of the social good. Convene interested researchers, identify Principal Investigator (PI) and co-PIs, coalesce teams. Advise PIs and proposal teams on general content and direction of proposals using expert knowledge/experience in federal, state, foundation, and industry research funding. Support PIs leading major proposals by providing project management and communications, including managing the proposal development process, timeline, assignment of writing tasks, review of proposal inputs, and coordination across researchers. Ensure the proposals under preparation are responsive to funder requirements. Provide/coordinate services to support PIs in proposal development, including: maintaining resources that can be used/recycled across proposals (plug-and-play sections/graphics, boilerplate text, etc.); requesting and coordinating services provided by the Berkeley Research Development Office; establishing and managing on-call professional service agreements/subscriptions with writers, editors, proofreaders, graphic designers, and photographic sources; organize read team reviews. Coordinate and monitor proposal progress from PI/team through research administration and sponsored projects (or other contracting office) to ensure proposal is submitted correctly, completely, and on time.

35% RELATIONSHIP BUILDING

Establish new and manage existing research partnerships with key partners, sponsors, sub-awardees, and contractors from all levels of government, with other universities, and other public and private enterprises. Schedule and maintain regular communications. Proactively offer to present project updates and ask about their research needs. Set up meetings with sponsors for researchers to convey research findings and answer questions. Set up meetings with potential sponsors and stakeholders to showcase research and build relationships, including meetings with Federal agencies in DC annually during TRB week and with State partners in Sacramento and around California as appropriate. Look for opportunities for researchers to leverage attendance at meetings, conferences, and other events to meet with potential sponsors. Attend and participate in on-campus meetings with visitors (often international delegations) and follow-up on potential opportunities.

10% STRATEGY DEVELOPMENT

Create business development strategy to guide ITS and its research centers toward a high-impact,

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robust, and resilient research portfolio. Consult with senior leadership, faculty, researchers, and others to create a business development strategy that is aligned with ITS and research center strategic plans and core values. Review existing ITS materials describing expertise and current areas of interest and growth. Meet with PIs across ITS to learn about expertise, current portfolio, and research aspirations. Investigate and incorporate understanding of the transportation research funding landscape across public and private sources. Include both traditional and non-traditional opportunities in transportation and related fields. Implement business development plan and report on activity and outcomes.

10% OPPORTUNITY IDENTIFICATION

Develop, maintain, and use a funding opportunity map to continuously monitor and identify relevant funding opportunities. Maintain inventory of researchers and research activities to match researchers/research with stakeholders and potential sponsors. Pay special attention to identifying non-traditional and/or unique funding opportunities, such as spin-offs, public-private partnerships, and looking beyond DOT and DOE grants to other funding agencies that may have a transportation focus (e.g., HHS, HUD, etc.) Communicate opportunities to appropriate researchers in a way that signal does not get lost in the noise. Coordinate across the Institute and with other offices at Berkeley that can support these opportunities, including the Berkeley Research Development Office (BRDO) and Intellectual Property and Industry Research Alliance (IPIRA).

10% COMMUNICATION

Develop and deliver presentations communicating the research portfolio and directions to external stakeholders. Provide presentations to others at ITS to draw from so researchers can easily incorporate ITS slides into their presentations. Support ITS and research center website and social media by providing content regarding newly funded research and successful research partnerships.

Required Qualifications

- Bachelor's degree in related area and / or equivalent experience / training.
- Advanced interpersonal skills to lead and work collaboratively and effectively with multi-disciplinary, cross-functional teams, including ability to motivate and influence others and balance competing or conflicting ideas.
- Ability to apply strategic, analytical, critical, creative and lateral thinking to develop competitive research proposals.
- Broad knowledge of the transportation sector and ability to understand and communicate.
- Experience with grant writing, fundraising, government relations, sales, or related business development activities.

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Preferred Qualifications

- Master's degree in transportation related field and/or in the deployment/development of new technologies: e.g., transportation engineering, MBA, urban planning, public policy, etc.
- Technical or non-technical experience with advanced transportation technologies such as connectivity, automation, electrification, transportation system management, or transportation data platforms (i.e., digital infrastructure, etc.).
- Deep knowledge of other transportation subject areas represented within ITS (safety, sustainability, alternative fuels and energy, smart cities, big data and data science, resiliency, aviation, pavements, environment and health, etc.).
- Strategic planning and project management skills.
- Demonstrated success in obtaining funding for large research projects and helping to manage the project pre- and post-award.

Salary & Benefits

For information on the comprehensive benefits package offered by the University, please visit the University of California's [Compensation & Benefits](#) website.

Under California law, the University of California, Berkeley is required to provide a reasonable estimate of the compensation range for this role and should not offer a salary outside of the range posted in this job announcement. This range takes into account the wide range of factors that are considered in making compensation decisions including but not limited to experience, skills, knowledge, abilities, education, licensure and certifications, analysis of internal equity, and other business and organizational needs. It is not typical for an individual to be offered a salary at or near the top of the range for a position. Salary offers are determined based on final candidate qualifications and experience.

The budgeted salary or hourly range that the University reasonably expects to pay for this position is \$109,200 to \$158,500 yearly (\$9,100 to \$13,208.34 monthly). This is a 2-year, 100% FTE contract position eligible for benefits. This position is FLSA Exempt and paid monthly.

Other Information

This is a 2-year, 100% FTE contract position with the possibility of extension and/or conversion to career.

Conviction History Background



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This is a designated position requiring fingerprinting and a background check due to the nature of the job responsibilities. Berkeley does hire people with conviction histories and reviews information received in the context of the job responsibilities. The University reserves the right to make employment contingent upon successful completion of the background check.

Equal Employment Opportunity

The University of California is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or protected veteran status. For more information about your rights as an applicant, please see the [U.S. Equal Employment Opportunity Commission](#) poster.

The [University of California's Affirmative action policy](#).

The [University of California's Anti-Discrimination policy](#).

To apply, visit

https://careerspub.universityofcalifornia.edu/psc/ucb/EMPLOYEE/HRMS/c/HRS_HRAM_FL.HRS.CG_S

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Contact Information



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Please reference Academickeys in your cover letter when
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Contact

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