



PERIMETER **PI** INSTITUTE FOR THEORETICAL PHYSICS

Senior Director, Strategic Philanthropy
Executive Brief



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FOR MORE INFORMATION

KCI (Ketchum Canada Inc.) has been retained to conduct this search on behalf of Perimeter Institute. For more information about this unique opportunity, interested individuals are invited to contact Tara George, Partner / Lead, Search + Talent or Samantha David, Senior Search Consultant via email at PerimeterSD@kcitalent.com

Please send resume and letter of interest to the email address listed above by **March 17, 2020**. *All inquiries and applications will be held in strict confidence.*

Perimeter Institute is committed to employment equity and diversity in the workplace and welcomes applications from all qualified individuals including women, visible minorities, aboriginal people, persons with disabilities, and persons of any sexual orientation or gender identity.

Senior Director, Strategic Philanthropy Perimeter Institute (Toronto or Waterloo)

THE OPPORTUNITY

Perimeter Institute is one of the world's leading centers in theoretical physics and is in the midst of institutional growth. The position of Senior Director, Strategic Philanthropy, focused on the GTA, is a unique opportunity to join an experienced, dedicated and creative philanthropic team and play a critical role in the growth of Perimeter during an exciting period for fundamental physics. The activities generated and supported by this position will enable our institution to recruit the best scientific minds, expand our graduate programs and our education outreach. Our ten-year \$100M campaign will be successfully completed by 2025 through an extraordinary focus on building relationships with current and potential donors, leadership volunteers and key stakeholders.



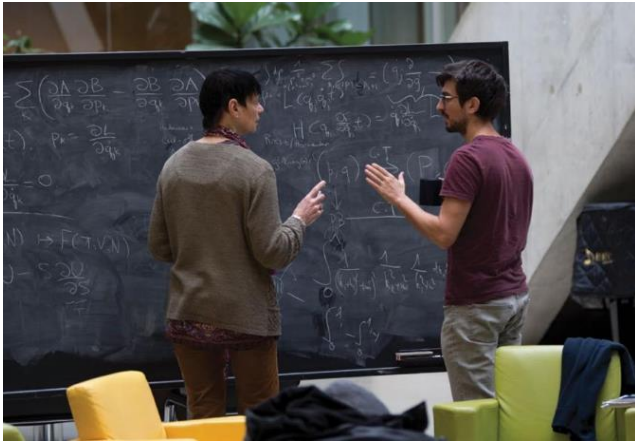
Reporting to the Executive Director, Advancement/Sr. Director, Public Engagement, the Senior Director, Strategic Philanthropy will have an intense focus on frontline Principal Gift fundraising. Responsible for building long-term relationships with a portfolio of major donor prospects in the GTA, the Senior Director will also manage the overall pipeline development of the major gifts team.

Playing a central role within a culturally strong, entrepreneurial organization of global significance, the Senior Director values and respects science and appreciates the impact of science on humanity. Collaborative and adaptable with a deep commitment to learning, the Senior Director will have the ability to create a strong personal narrative on Perimeter Institute to support authentic conversations with donors.

With a discerning eye for prospects in the GTA, the ideal candidate will bring an ability to identify relationship building opportunities. The successful candidate will have an entrepreneurial spirit with well-honed major gift fundraising skills and experience. The Senior Director will be polished but also tenacious and undaunted by the exciting opportunities to build Perimeter's presence and profile in the GTA.

This position could be Toronto-based with regular trips to Perimeter Institute in Waterloo or could be Waterloo-based.

ABOUT PERIMETER INSTITUTE FOR THEORETICAL PHYSICS



Founded in 1999, Perimeter Institute has quickly become a major international success story: an innovative, world-leading centre of research, training and outreach in one of the lowest-cost, highest-impact areas of science – fundamental physics. Through visionary public and private support, sustained focus, and careful strategy, Perimeter Institute is now ranked among the top theoretical physics institutes in the world.

Perimeter Institute aims to set a global example in its research, training, and outreach excellence and foster

an environment and culture unlike any other, providing fertile ground for cutting-edge research and breakthrough discoveries.

Perimeter is not a place for “business as usual” – they have an impatience and desire to discover, to recognize clearly when conventional approaches are failing, and to open and explore promising new avenues. They constantly challenge themselves to be agile, entrepreneurial, and interdisciplinary, and to look beyond narrow, overspecialized concerns towards the big picture.

Over 160 resident researchers and more than 1,000 visiting scientists a year work to unlock nature’s most profound secrets hidden deep inside the atom and far across the universe. Perimeter Institute is a place where bold ideas flourish. It’s a culture that thrives on collaboration and new perspectives, bringing together great minds in a shared endeavour to achieve breakthroughs that will transform our future.

In June 2017, Perimeter was named the Employee Recommended Workplace Award grand prize winner for the mid-sized category in the not-for-profit/government sector, lauded for its inspiring and family-focused environment. Employees cited the excellent exercise facilities, on-site yoga classes, peer mental health support, kid’s room, and frequent family activities among the reasons they considered Perimeter a great place to work.

ADVANCEMENT AT PERIMETER INSTITUTE

Perimeter is supported through a public-private partnership – which unites federal and provincial government, individuals, corporations, and foundations in a shared venture to enable scientific breakthroughs, nurture scientific talent, and share scientific discovery with the broader public. The impact of philanthropy at Perimeter is valued and appreciated by the internal and external community alike.

The Advancement department’s team of fundraising professionals plays a vital role in supporting Perimeter by promoting its research agenda to visionary donors who want to support transformative global research. The department’s approach is that of a bespoke boutique, focusing on customized interactions with a select group of prospective donors to form deep, long lasting relationships in order to secure ongoing significant philanthropic support. In 2014, the Institute undertook its first major advancement campaign with a very ambitious target of raising \$100 million over ten years and in 2019 surpassed \$50 million.



ADDITIONAL LINKS:

- **Inside the Perimeter:** <https://insidetheperimeter.ca/>
- **Board of Directors:** <http://www.perimeterinstitute.ca/people/board-directors>
- **Leadership Council:** <http://www.perimeterinstitute.ca/people/leadership-council>
- **Emmy Noether Council:** <https://www.perimeterinstitute.ca/people/emmy-noether-council>
- **2018-2019 Annual Report:** [2018-2019 Annual Report](#)
- **2018-2019 Year in Review:** [2018-2019 Year in Review](#)
- **Reports and Audits:** <https://www.perimeterinstitute.ca/about/about/reports-and-audits>
- **Perimeter Institute Fundraising Video:** <https://www.youtube.com/watch?v=uXfpNWI8HtA>
- **Step Inside the Perimeter Video:** <https://www.youtube.com/watch?v=nBnTr8rUWmY>

KEY AREAS OF RESPONSIBILITIES

- Passionately communicating the global mission of Perimeter's work and its distinct institutional culture.
- Personally managing a portfolio of major gift prospects of \$100,000+ in the GTA, including individual, corporate and foundation donors.
- Providing peer support, guidance and coaching to support achievement of team metrics and goals and to promote best practices across all major gift portfolios.
- Assisting with customized campaign strategies for major gift prospects.
- Ensuring appropriate donor recognition, stewardship plans and strategies are identified, negotiated and implemented effectively and consistently in collaboration with the Associate Director of Stewardship and Events.
- Collaborating with the major gifts team on the prospect and donor pipeline to ensure the most effective prospect clearance and relationship management.
- Supporting the Executive Director, Advancement/Sr. Director, Public Engagement to strategically engage with major donors and with the recruitment and involvement of Perimeter leadership volunteers for the Leadership Council and Emmy Noether Council.

QUALIFICATIONS AND COMPETENCIES

- Proven personal track record of success in cultivating, successfully soliciting and closing six-to seven-figure major gift donations.
- Involvement with campaign fundraising at a senior level, and recruiting and engaging senior-level volunteers for major gift fundraising success.
- Strategically agile, with knowledge of and significant experience in fundraising program development, implementing best practices, and in executing and assessing successful strategies and plans.
- Strong interpersonal and communication skills for a high touch donor community.
- Passion for the educational and/or scientific sectors.
- Curious about science and its impact on the world.

- Ability to work remotely while participating collaboratively in a team environment.
- University degree in a related field is preferred.
- Exceptional negotiation and mediation skills.
- Excellent written and oral communication skills.
- Personal reputation for integrity and the highest ethical standards.
- Ability to work remotely with flexibility to engage in regular regional travel.

BOARD OF DIRECTORS

Mike Lazaridis, Board Chair

Managing Partner & Co-Founder, Quantum Valley Investments

Cosimo Fiorenza, Board Vice Chair

Vice-President and General Counsel, Quantum Valley Investments

Susan Baxter, Board Member

Vice Chairman, Enterprise Strategic Client Group, RBC

Amit Chakma, Board Member

Professor, Western University

Joanne Cuthbertson CM, LL.D, Board Member

Chancellor Emerita, University of Calgary

Michael Horgan, Board Member

Senior Advisor, Bennett Jones LLP

Jane Kinney, Board Member

Vice-Chair, Deloitte

Patrice Merrin, Board Member

Director, Glencore plc, Kew Media Group and Samuel, Son & Co.

Jeff Moody, Board Member

President & CEO, Gluskin Sheff + Associates Inc.

Michael Serbinis, Board Member

CEO & Founder, League

THE REGION OF WATERLOO

Located in Canada's Technology Triangle, Waterloo Region is made up of three vibrant cities, Cambridge, Kitchener and Waterloo, plus four scenic, predominantly rural townships. The twin cities of Kitchener-Waterloo enjoy a growing recognition for high standards of education and technological innovation with two world-class universities, an internationally respected applied arts and technical college, and over 1,000 high-tech firms and start-ups. In 2007, Waterloo was named the world's Intelligent Community of the Year and in 2016 our Canadian Prime Minister praised the Waterloo region as an "extraordinary hub" for innovation "at the cutting edge of the global economy."

With a combined population over 600,000, Waterloo Region is one of the fastest-growing communities in Ontario and is expected to reach a total population of 730,000 by 2031. The Region offers the best of both worlds. The progressive balance of urban and rural landscapes and lifestyles, skilled labour force, proximity to major North American markets and transportation networks, and diverse ethnic makeup contribute to the continued success of the area.

BIOGRAPHIES

Robert Myers

Director, Perimeter Institute



Robert Myers (PhD, Princeton University, 1986) is the Director and BMO Financial Group Isaac Newton Chair at Perimeter Institute for Theoretical Physics in Waterloo, Ontario, Canada. He joined Perimeter as a founding faculty member in 2001, was its Scientific Director from 2007 to 2008, served as Faculty Chair from 2011 to 2018, and became Director in 2019. Prior to coming to Perimeter, he was a Professor of Physics at McGill University.

Myers' research focuses on foundational questions in quantum theory and gravity. His contributions span a broad range, from quantum field theory to gravitational physics, black holes, and cosmology. Several of his discoveries, such as the "Myers effect" and "linear dilaton cosmology" have been influential in seeding new lines of research. His current research focuses on the interplay of quantum entanglement and spacetime geometry, and on applying new tools from quantum information science to the study of quantum gravity.

Among his many honours, Myers has been awarded the Herzberg Medal by the Canadian Association of Physicists (1999), the CAP-CRM Prize in Theoretical and Mathematical Physics by the Canadian Association of Physicists and the Centre de Recherches Mathématiques (2005), the Vogt Medal by the Canadian Association of Physicists and TRIUMF (2012), the Queen Elizabeth II Diamond Jubilee Medal (2013), and the Distinguished Alumni Award from the University of Waterloo (2018). In 2006, he was elected a Fellow of the Royal Society of Canada. Myers has been recognized as one of the world's most influential scientists: in 2014, 2015, 2016, and 2017, he appeared on the Thomson Reuters/Clarivate Analytics list of "Highly Cited Researchers," highlighting researchers whose citations rank in the top one percent of their fields.

Born in Deep River, Ontario, Myers has made many contributions to theoretical physics in Canada and beyond. He has been a Member of the Canadian Institute for Advanced Research (CIFAR) in the Cosmology and Gravity program (1998-2017), and an Associate Member in the Gravity and the Extreme Universe program (2017-present). He has served on numerous advisory boards, including the Banff International Research Station (2001-05), the Kavli Institute for Theoretical Physics (2012-16), the William I. Fine Theoretical Physics Institute (2015-present), and the Max Planck Institute for Gravitational Physics (2018-present). He has also served on the editorial boards of *Annals of Physics* (2002-12) and the *Journal of High Energy Physics* (2007-present).

Myers remains active in both teaching and supervising graduate students through his cross-appointment as an Adjunct Professor in the Department of Physics and Astronomy at the University of Waterloo. He has supervised and co-supervised over 150 postdoctoral fellows, PhD students, and master's students over his career, 48 of whom now hold faculty positions around the world, including at Princeton, Cambridge, and Oxford.

Michael Duschenes
Managing Director & Chief Operating Officer



Michael Duschenes has spent over 30 years in a versatile career as a senior executive and management consultant.

Since 2004, he has been the Managing Director and Chief Operating Officer at Perimeter Institute in Waterloo, Ontario, which is quickly establishing itself as one of the world's leading centres for foundational theoretical physics.

Working alongside Director Dr. Robert Myers, Michael has overseen a major period of growth at the Institute. He has overall responsibility for the management of PI, including short and long-term planning; oversight of finance and revenue generation strategies including private and public support of the Institute; relationships with academic and research partners; communications and publications initiatives; PI's award-winning educational outreach programs; attraction and retention strategies; and administration of scientific programs.

Prior to joining Perimeter Institute, Michael held a number of leadership positions across Canada, primarily in the not-for profit sector. He has also worked as a management consultant with a broad range of organizations, providing advice on strategic and business planning, revenue generation, and organizational development.

Michael Duschenes is a native of Montreal and a graduate of McGill University.

Greg Dick
Executive Director, Advancement and Sr. Director, Public Engagement



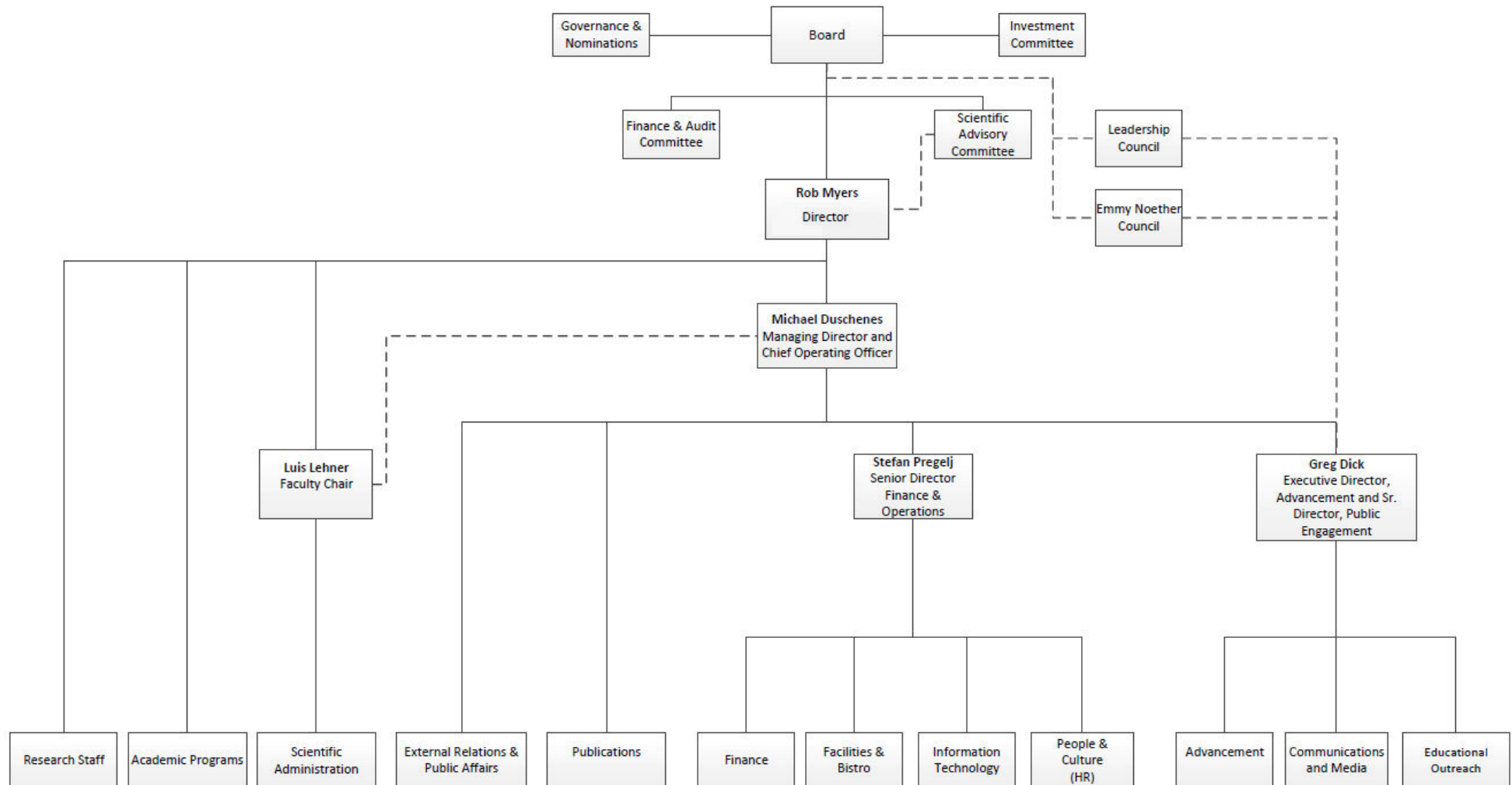
Greg Dick is an education thought leader, author, teacher, and a passionate advocate of scientific literacy. He is Executive Director of Advancement and Senior Director of Public Engagement at Canada's Perimeter Institute for Theoretical Physics in Waterloo, Ontario.

Over the last decade, as Perimeter's Director of Educational Outreach, Greg's entrepreneurial spirit led the Institute's Outreach program to scale across Canada and beyond. He and his team have shared the joy, mystery, and power of science with hundreds of thousands of Canadians through cutting-edge public programming and educational resources that have reached millions of students worldwide.

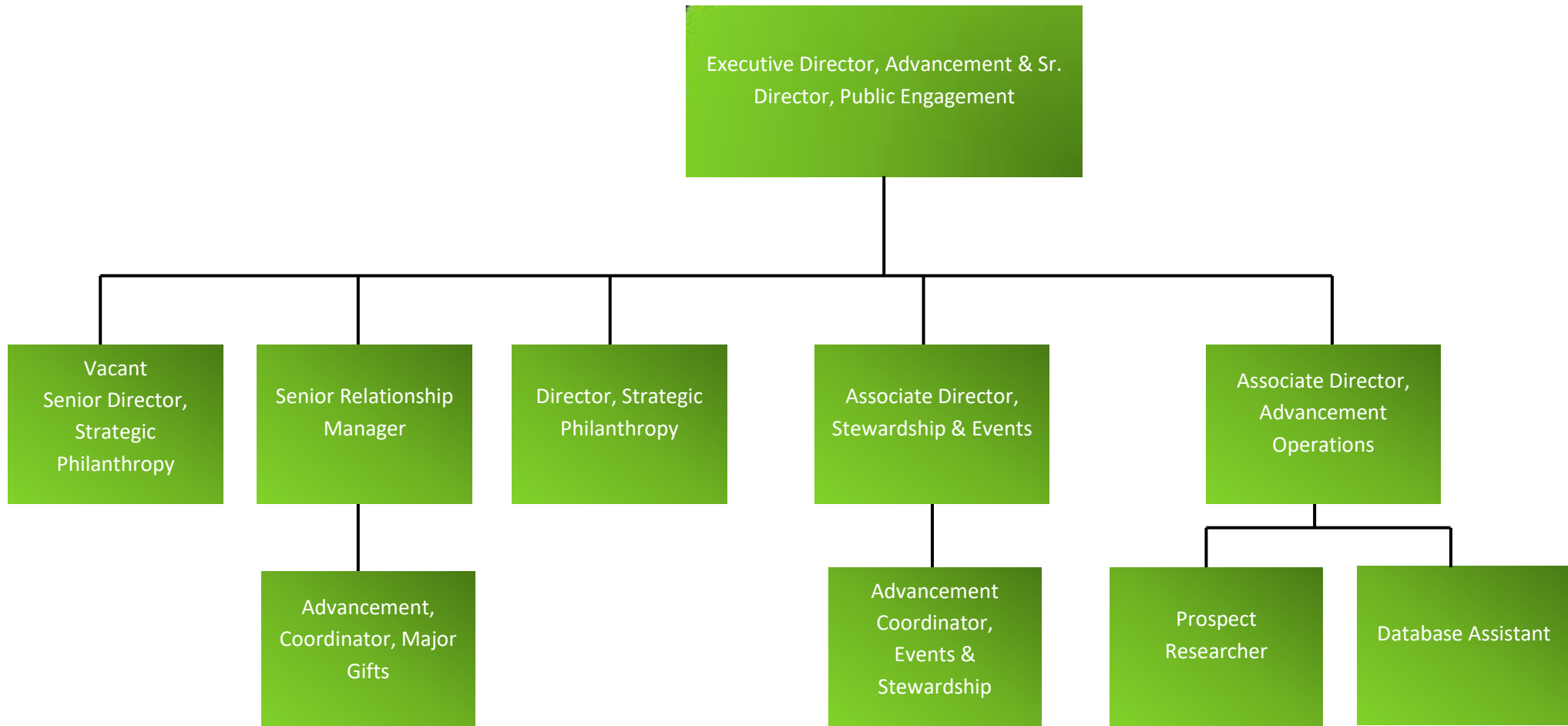
A recipient of the University of Waterloo Alumni of Distinction Award and the Barraday Teacher of Excellence Award, Greg is a former Head of Science at Galt Collegiate Institute, where he taught for 16 years. He was a system leader, cultivating and motivating incremental change, developing new student-centered approaches now embedded in textbooks, award-winning educational resources, courses, and curriculum. A lifelong learner, Greg is currently enrolled in the Lazaridis Executive Master's in Technology Management (EMTM) at Wilfrid Laurier University.

Greg enjoys giving back and is a mentor and an active member on various boards including Canada's NSERC Science Promotion Awards Selection Committee, Science and Technology Awareness Network, Wilfrid Laurier Center for Women in Science as well as working with ministries of education across the globe. He speaks professionally on a variety of education and physics education topics, sharing his experience and expertise internationally, including an annual discussion with European educators at CERN, in Switzerland.

PERIMETER INSTITUTE ORGANIZATIONAL CHART



ADVANCEMENT TEAM ORGANIZATIONAL CHART



PERIMETER INSTITUTE: A UNIQUE OPPORTUNITY

How did the universe begin – and how will it end?
What protocols or materials will make quantum computing possible?
How can black holes be used as tools of discovery?
Who will be the science leaders of tomorrow?

"Breakthroughs await where brilliant people, bold ideas, and diverse cultures intersect."

- Rob Myers, Director, Perimeter Institute

A DISCUSSION DOCUMENT

PERIMETER  INSTITUTE FOR THEORETICAL PHYSICS





Perimeter Institute: Where brilliance shines

Perimeter Institute for Theoretical Physics is a made-in-Canada success story. Founded in 1999, it has become a world-leading centre of research in the lowest-cost, highest-return area of science: fundamental physics.

At Perimeter, scientists pursue the kinds of breakthroughs that will reshape our world. From the smallest subatomic particles to the entire cosmos, this fundamental research helps unlock the mysteries of nature and drives an emerging innovation ecosystem.

Now one of the foremost independent theoretical physics institute in the world, Perimeter is the destination of choice for many of the field's leaders and for rising young talent. We attract the brilliant and the curious, and we equip them with the skills to be pathbreakers in many fields – from scientific research to innovation, tech, and beyond.

Why is theoretical physics important?

Theoretical physics has an unmatched history of seeding innovation. Practically every technology we use today – from computers and smartphones to life-saving medical devices – emerged from breakthroughs in fundamental physics.

At Perimeter Institute for Theoretical Physics, scientists pursue new breakthroughs in our understanding of the universe, from the smallest particle to the entire cosmos.

Their discoveries will create new knowledge and make possible the next wave of transformative technologies to further humanity in ways we have only begun to imagine.



A golden age of physics discovery

Physics is experiencing a golden age of discovery. Recent advances have dramatically increased the reach of our experiments, revealing new phenomena and profound surprises. Our understanding of the universe is in a state of transformation.

- The direct detection of gravitational waves opened a new window on the universe and sparked the dawn of "multi-messenger astronomy," enabling us to both see and hear the universe.
- A century of progress in quantum theory has brought us to the brink of a technological revolution, pulling from condensed matter physics, quantum information, quantum gravity, and string theory.
- The public appetite for fascinating, reliable, and cutting-edge science continues to surge.

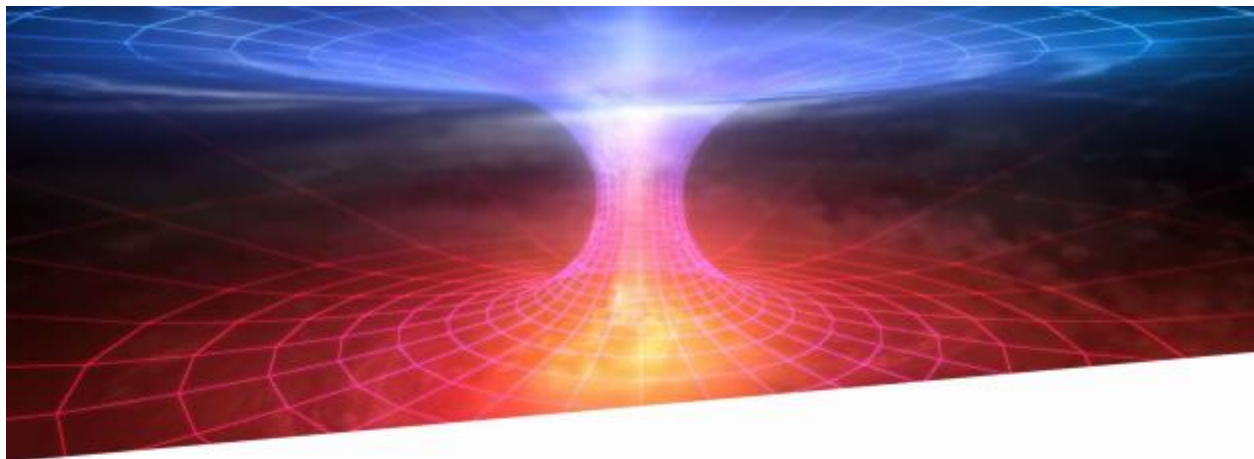
It is our mission at Perimeter Institute to meet all of these challenges: to make breakthroughs, to train the next generation of talent, and to share the power and wonder of science with the world.

Philanthropy with impact

The universe is home to more questions than answers. Perimeter Institute is designed to foster breakthroughs and to find answers to some of our deepest questions.

We do this by **recruiting and retaining brilliant scientists** – some are at the start of their career, others are eminent senior researchers; by **training young researchers** to be collaborative and creative in their pursuit of excellence; and by **sharing these discoveries** with teachers, students, and the public.

The interlinked efforts are what make Perimeter so unique – and they all provide direct ways for your philanthropy to have real impact.



How you can support:

Research

Perimeter Research Chairs: Perimeter Research Chairs empower researchers at the top of their game to maximize their productivity, accelerate the pace of discovery, and mentor emerging talent. With no mandatory teaching duties and few administrative burdens, Chairholders can devote more time and energy to research. The Chairs program gives Perimeter a crucial competitive edge in attracting – and retaining – top international scientists. They, in turn, become magnets for other outstanding recruits.

A commitment of \$1 million to \$2 million over five years will offer the opportunity to name a Chair at Perimeter Institute.

Emmy Noether Initiatives: While women make up half the world's population, they are a minority in science research. Perimeter aims to effect real change in the under-representation of women in theoretical physics through a series of special initiatives named after pioneering German mathematician Emmy Noether.

Gifts can be applied to the Emmy Noether Emerging Talent Fund, designated to support a female PhD student for the duration of her studies at Perimeter Institute.

An annual commitment of \$25,000 will support an Emmy Noether Initiative aimed at high school students.

An annual commitment of \$50,000 will support an Emmy Noether Postdoctoral Fellowship; Fellowships are generally awarded for periods of three to five years.

Postdoctoral fellowships: Perimeter Postdoctoral Fellowships are unique, and uniquely powerful. Postdocs at Perimeter have total research independence, providing the time and scope to pursue truly novel and ambitious research. Perimeter is home to one of the largest – and arguably the best – communities of independent theoretical physics postdoctoral researchers in the world. Fellowships are generally awarded for periods of three to five years.

A commitment of \$500,000 over five years will support:

- The Stephen W. Hawking Fellowship, named for the famous English cosmologist whose pioneering work on gravity shaped modern cosmology.



A commitment of \$250,000 over three years will support one of the following Fellowships:

- The Francis Kofi Allotey Fellowship, named for a Ghanaian mathematical physicist who made pioneering contributions to soft X-ray nuclear spectroscopy. *Fellowship awarded to Estelle Maeve Inack.*
- The Jocelyn Bell Burnell Fellowship, named for the Northern Irish astronomer who discovered pulsars, won the 2018 Special Breakthrough Prize in Fundamental Physics, and is a passionate advocate for minorities in science.
- The Yvonne Choquet-Bruhat Fellowship, named for a French mathematical physicist best known for her applications of analysis to partial differential equations and differential geometry. *Fellowship awarded to Flaminia Giacomini.*
- The James Peebles Fellowship, named for a Canadian-American cosmologist whose contributions to science include the formation of light elements and the cosmic microwave background radiation. *Fellowship awarded to Mathew Madhavacheril.*
- The Chien-Shiung Wu Fellowship, named for the Chinese-American nuclear physicist whose work laid the foundation for the modern theory of the weak interaction and the Standard Model of particle physics.
- The Yakov B. Zel'dovich Fellowship, named for a Belarusian physicist who made prolific contributions to cosmology, astrophysics, physical chemistry, and hydrodynamical and electromagnetic phenomena. *Fellowship awarded to Zhen Pan.*

Training

PhD scholarships: Perimeter's highly competitive PhD program provides unequalled opportunities for promising students to interact with scientific leaders and to develop their careers in a supportive, collaborative environment.

An annual commitment of \$10,000 or \$20,000 will support costs associated with one PhD student, granted based on the strength of the student's background and experience.

Perimeter Scholars International (PSI) scholarships: The PSI master's program teaches students to think like scientists: creatively, rigorously, and collaboratively. Students receive unique training and mentorships in this one-year program. Women make up close to one third of graduates.

An annual commitment of \$35,000 will support a PSI Scholarship.



Outreach

Perimeter Public Lecture Series: Our longest-running, highest-profile public outreach program invites great thinkers to share their ideas in front of a packed theatre audience. Shared globally via a live webcast on Perimeter's website and by media partners, these lectures garner hundreds of thousands of views each year.

An annual commitment of \$100,000 will offer the opportunity to be the official supporter of the Perimeter Public Lecture Series.

Perimeter Teacher Network: The peer-to-peer Perimeter Teacher Network brings modern physics into schools around the world. Each year, 100 master teachers gain valuable insights from Perimeter's Educational Outreach team on how to effectively teach modern physics. These teachers then share that training with peers in their home teaching districts, reaching around 2,500 educators a year. *We are grateful to Power Corporation of Canada for their support of the Teachers Network.*

An annual commitment of \$250,000 will support the Perimeter Teacher Network.

EinsteinPlus: Each year, 50 high school teachers from around the world come to Perimeter to explore modern physics and delve into teaching best-practices. This summer camp uses hands-on workshops, conversations about pedagogy, and peer discussions to provide the tools and techniques needed to teach Perimeter's modern physics curriculum at the highest international level. *We are grateful to Power Corporation of Canada for their support of the Teacher Network.*

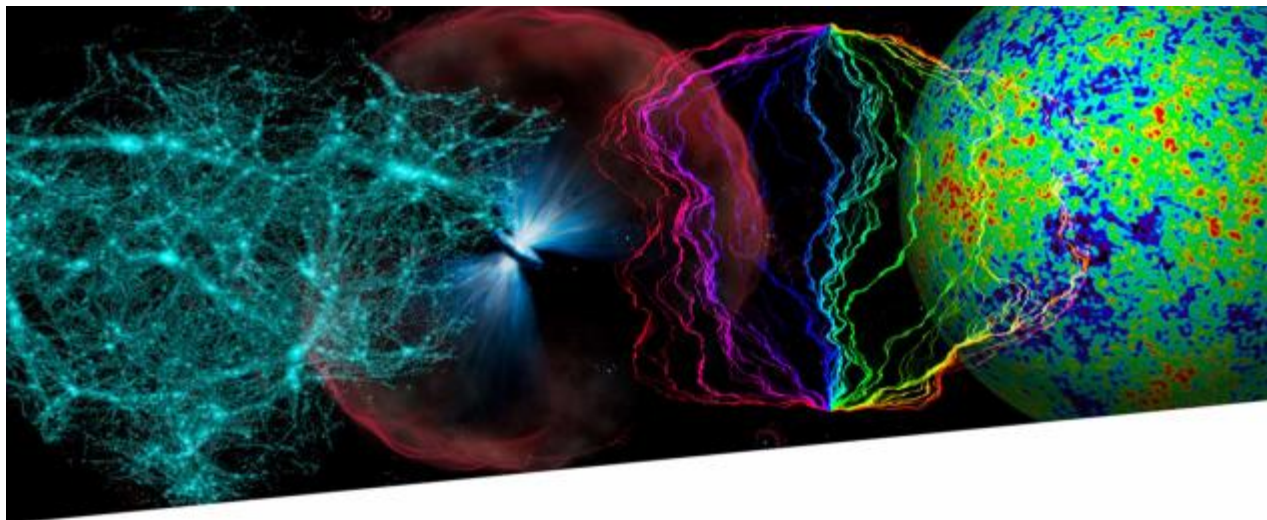
An annual commitment of \$100,000 will support EinsteinPlus.

Perimeter in-class and online resources: Perimeter has created 70+ in-class resources to bring modern physics into today's classrooms. Free to download for Canadian teachers, these resources cover a range of topics, from particle physics and the quantum world to dark matter and climate change. Accurate, current, hands-on, and engaging, the resources have already inspired millions of students across Canada and in more than 85 countries around the world.

A commitment of \$150,000 will support the development and release of one educational resource.

Engaging young Indigenous learners: By consulting, listening, and learning, Perimeter's Educational Outreach team is developing a long-term plan to reach and inspire Indigenous Canadian students and their teachers where they are, with comprehensive and culturally-appropriate materials, programs, and opportunities that will open new paths into science and technology.

An annual commitment of \$25,000 will support this valuable work.



Recognition

Perimeter Institute is pleased to provide customized recognition opportunities that highlight and celebrate partnerships with benefactors. Various recognition opportunities, including naming, are available depending on the size of the gift. We would be pleased to tailor recognition and accountability in consultation with donors.

Join the journey

Just one breakthrough in theoretical physics can change the world. History has shown that the transformative benefits of physics breakthroughs will surpass anything we can predict — or even imagine.

Perimeter Institute was created to accelerate these breakthroughs in our understanding of the universe. Here, brilliant physicists explore the nature of reality – from the infinitesimal to the infinite. Their ideas are unveiling our remote past and enabling the technologies that will shape our future.

The science is complex, but the basic Perimeter equation is simple:

BRIGHT MINDS. ILLUMINATING IDEAS. BRILLIANT FUTURE.

Please contact us:

advancement@perimeterinstitute.ca

Perimeter Institute for Theoretical Physics

www.perimeterinstitute.ca

Charitable registration number: 88981 4323 RR0001