

## MANAGING DIRECTOR

**Brook Byers Institute for Sustainable Systems (BBISS)**  
**Georgia Institute of Technology**

### ABOUT GEORGIA TECH AND BBISS

The Georgia Institute of Technology is one of the nation's premier research universities, consistently ranked among the top public universities in the United States. Located in Atlanta, Georgia Tech is a leading technological research university distinguished by its commitment to improving the human condition through advanced science and technology.

The Brook Byers Institute for Sustainable Systems (BBISS) advances Georgia Tech's leadership in sustainability research, innovation, and partnerships. With a vision of a sustainable future for all, grounded in Georgia and global in impact, BBISS connects expertise across computing, engineering, design, business, policy, social, and natural sciences to address the most pressing sustainability and resilience challenges. BBISS serves as a catalyst and connector, bringing together faculty, students, industry, government, and community partners to develop technology-enabled, human-centric solutions.

Housed within BBISS, the Center for Sustainable Communities Research and Education (SCoRE) centers community engagement in the Institute's sustainability and climate research and education initiatives. SCoRE is committed to jumpstarting and stewarding authentic relationships and collaborations between Georgia Tech faculty, staff, and students and community partners working across the Southeast. They have established a broad, community-centered approach to sustainability as well as principles for collaboration.

The BBISS+ team demonstrates that sustainability research at Georgia Tech translates into real-world impact. The institute's commitment to transdisciplinary collaboration, community engagement, and strategic partnerships positions it as a model for how universities can address society's most pressing sustainability challenges with solutions that are grounded locally and impactful globally.

### POSITION SUMMARY

The Managing Director serves as a strategic operating partner to the BBISS Executive Faculty Director (EFD), developing and leading BBISS's external partnership strategy grounded in the institute's academic research priorities while ensuring cohesive execution across the BBISS faculty leadership team (including the SCoRE Senior Director) portfolios and priority initiatives.

The position encompasses two key responsibilities. The first is **extension responsibility (70%)** – translating BBISS's research mission into a sustained, high-impact partnerships with industry, foundations, government agencies, national laboratories, nonprofits, and civic organizations and ensuring all external relationships advance research, extension, and service missions of BBISS. The second is **strategic integration and organizational coordination (30%)** - serving as primary integrator across EFD, Associate Faculty Director and SCoRE Senior Director portfolios and ensuring initiatives are executed in a coordinated and mutually reinforcing manner.

This is an exciting time to join BBISS as we grow our team, scale our initiatives, expand partnerships, and accelerate impact. Critical to success is serving as a bridge between BBISS's academic research strategy developed by the BBISS faculty leadership team and the external partnership ecosystem, translating research priorities into partnership opportunities, evaluating opportunities for strategic fit, and ensuring every relationship advances transdisciplinary research capabilities and BBISS's mission of fostering partnerships that translate knowledge into practice.

## **KEY RESPONSIBILITIES**

### **Extension Partnership Development (70%)**

#### Strategic Extension Partnerships:

- Develop and lead the execution of BBISS's extension partnership strategy, translating research priorities into partnership targets across industries, foundations, government agencies, national labs, and community-based/nonprofit organizations.
- Provide strategic oversight to Director of Engagement/Sustainability (a shared position with the Office of Corporate Engagement) on industry partnership development, industry consortium strategies, etc. that align corporate interests with academic research capabilities and foster increased engagement and sponsorship of applied research activities.
- Evaluate all partnership opportunities for strategic fit with academic research priorities and faculty capabilities; lead strategic planning for external engagement with BBISS leadership team

#### Relationship Development and Management:

- Serve as primary relationship manager for strategic foundation, government agency, non-profit and peer institution partnerships, ensuring each relationship advances academic research strategy
- Cultivate and steward complex, multi-year relationships that generate funding, research opportunities, and impact pathways aligned with BBISS research priorities
- Establish and manage BBISS External Advisory Board, recruiting high-caliber members from industry, government, non-profits, and philanthropy; coordinate biannual meetings and integrate board guidance into strategic planning
- Support philanthropic fundraising through prospect identification, cultivation, proposal support, and donor stewardship in close collaboration with Georgia Tech Office of Development

#### Partnership Execution and Visibility:

- Negotiate partnership agreements, MOUs, and research collaborations that advance BBISS strategic extension priorities and provide meaningful research opportunities for faculty
- Represent BBISS at national conferences, convenings, and strategic forums, effectively communicating academic research capabilities and strategic priorities to diverse external audiences
- Provide strategic oversight to high-profile events that elevate BBISS visibility, catalyze partnerships, and showcase Georgia Tech research

## **Strategic Integration and Organizational Coordination (30%)**

### **Cross-Portfolio Coordination:**

- Serve as primary integrator across Associate Director and SCoRE programs, ensuring initiatives are complementary, coordinated, and mutually reinforcing
- Translate strategic priorities from Executive Faculty Director and Associate Faculty Directors into integrated annual strategic plans with clear timelines, deliverables, and accountabilities; ensure signature initiatives (e.g., AI4Sustainability, Resilience) move forward with momentum and coordination

### **Operational Coordination and Execution:**

- Work in close partnership with Director of Business Administration to translate annual strategic plans into operational plans and resource allocation, ensuring effective organizational operations and strategic execution,
- Oversee execution of multi-year strategic priorities; track progress, identify barriers, facilitate solutions; lead quarterly strategic planning and coordination processes

## **REQUIRED QUALIFICATIONS**

**This position vacancy is an open rank announcement. Final job offer will be dependent on candidate qualification in alignment with Research Faculty ranks as outlined in [section 3.2.1 of the Georgia Tech Faculty Handbook](#).**

### **Senior Extension Professional**

- A Master's degree in environmental science, policy, business, engineering, public administration, or related field, and seven (7) years of relevant full-time experience after completion of that degree
- A Master's degree in environmental science, policy, business, engineering, public administration, or related field, and nine (9) years of relevant full-time experience after completion of a Bachelor's degree
- A Doctoral degree in environmental science, policy, business, engineering, public administration, or related field, and four (4) years of relevant full-time experience after completion of a Bachelor's degree

### **Principal Extension Professional**

- A Master's degree in environmental science, policy, business, engineering, public administration, or related field, and eleven (11) years of relevant full-time experience after completion of that degree
- A Doctoral degree in environmental science, policy, business, engineering, public administration, or related field, and four (7) years of relevant full-time experience after completion of a Bachelor's degree

### **Preferred Qualifications**

- Terminal degree (PhD, JD, or equivalent)
- Experience in sustainability-related sectors
- Deep working knowledge of federal, state, and/or foundation funding landscapes
- Experience developing industry research consortia or public-private partnerships
- Experience establishing and managing advisory boards or multi-stakeholder governance structures
- Existing networks in relevant sectors (industry, government, foundations, nonprofit)
- Experience with community-engaged research or civic innovation initiatives
- Track record of collaboration with development/advancement offices

### **Preferred Experience**

- 15+ years progressive leadership in higher education research administration, nonprofit leadership, or related sectors
- Deep understanding of academic research environments, faculty priorities, and university research strategy
- Track record of developing and executing partnership strategy; proven ability to identify which partnerships to pursue, secure significant funding, and advance research objectives
- Experience managing complex, multi-stakeholder initiatives across organizational boundaries
- Experience with matrix organizations and dotted-line relationships; representing organizations externally and building strategic networks

### **Core Competencies/Knowledge, Skills, and Abilities**

- Business development and partnership strategy: Identify and pursue opportunities, cultivate relationships, develop proposals, close agreements, and generate revenue through sponsored research, gifts, and strategic partnerships
- Research strategy translation: Translate academic research priorities and faculty capabilities into compelling partnership opportunities and narratives for diverse external audiences
- Bridge-building across cultures: Navigate and communicate effectively across academic, corporate, government, and nonprofit contexts; translate external opportunities into research impact pathways
- Managing through influence: Direct and coordinate work through partnerships, dotted-line relationships, and professional networks rather than direct authority
- Entrepreneurial mindset: Comfortable with ambiguity, building new initiatives, adapting to evolving priorities

### **Working Conditions**

- Reporting: Reports to Executive Faculty Director (who has a 50% administrative appointment in BBISS); serves as strategic operating partner
- Key partnerships: Office of Corporate Engagement, Office of Federal and State Relations, partner IRIs, Enterprise Innovation Institute (EI2), Office of Commercialization, Office of Development



Georgia Tech

## Brook Byers Institute for Sustainable Systems

- Direct reports: Structure to be developed collaboratively based on Deputy Director's background and strategic direction; may include directors supporting external engagement and/or research development
- Travel: 25-30% within Georgia and nationally for partnership development, conferences, stakeholder engagement
- Schedule: Standard business hours with occasional evening/weekend for events
- Autonomy: High degree of independence and self-direction; strategic decision-making with appropriate escalation to Executive Director for major decisions
- Environment: Opportunity to define and shape evolving role; comfort with ambiguity essential

### **Compensation and Benefits**

Georgia Tech offers a competitive compensation package commensurate with experience and qualifications:

- Competitive salary
- Comprehensive health and retirement; professional development support; tuition assistance programs
- Opportunity to work at one of the nation's leading research universities in a dynamic, mission-driven environment

### **Background Check**

Successful candidate must be able to pass a background check. Please visit:

<http://policylibrary.gatech.edu/employment/pre-employment-screening>

### **Application Instructions**

The application can be accessed through the [Georgia Tech Careers Portal](#). Create an account and search for Job Opening 296009.

Submit the following materials:

- Cover letter (2 pages maximum) describing your interest, relevant experience, and approach to developing partnership strategy grounded in academic research priorities
- Curriculum vitae or resume

Application deadline: Application is open until 11:59pm on Tuesday, March 31<sup>st</sup>.

Questions? Contact Kristina Chatfield, Director, Business Administration at [kchatfield30@gatech.edu](mailto:kchatfield30@gatech.edu)

Expected start date: June 1, 2026