

Vice President, Research & Strategic Partnerships

Location: Washington, DC

Type: Full Time

Summary:

The Vice President, Research and Strategic Partnerships directs the Society's Foundation, research initiatives and strategic partnerships in support of the Society's Vision that "ASID advances the profession and communicates the impact of interior design to enhance the human experience".

As a member of the staff leadership team and a key contact for external partners, the Board, members, subject matter experts and corporate/industry partners, the VP oversees these primary areas:

1. Evidence-based research to advance the practice of interior design;
2. Primary research to gauge member and nonmember needs to drive internal strategy, drive membership acquisition/retention and develop brand/marketing messages;
3. Industry trends, statistics and research; and
4. Development and management of Strategic and Foundation partnerships and programs in support of the ASID Why Statement.

Responsibilities:

- Design and direct research projects that focus on understanding the role interior design plays on impacting the human experience.
- Build knowledge competency of all sectors and disciplines in the industry, including the supply elements (contract and residential furniture manufacturers, lighting, drywall, etc.) and demand elements (business owners, real estate executives, facility managers, homeowners) that make up the business of design.
- Conduct analysis and generate reports on the state of the industry, with emphasis on its economic impact and interrelationships with other market drivers and design disciplines.
- Partner with the Marketing & Communications team to develop tools and communication channels to socialize research learnings and insights both internally and externally. Partner with the Government Affairs, Industry Partnerships, Membership and Education teams as well as the volunteer councils to achieve their objectives by providing advice, counsel and assistance with data collection, analysis efforts and strategic implementation.

- Project manage researchers, analysts and other industry experts conducting work on ASID's behalf.
- Strategic, financial and operational planning and identification and implementation of new non-dues revenue sources (e.g., Foundation funders/donors, grants, partnerships, product sales).
- Manage existing strategic partnerships (e.g. National Building Museum, Materials Connexion Library, Impact of Design Awards - NEW) to ensure exposure and usage by the design and broader communities and create new strategic partnerships in support of ASID's Why Statement.

Requirements:

- Experience in the Built Environment and/or interior design, Foundations and/or in Strategic Partnerships.
- Graduate degree in business, economics or other social science requiring significant familiarity with research principles/practices and survey techniques.
- A strategic visionary & thinker with proven ability to position ASID for the future, looking beyond the present situation to conceptualize key trends and identify changing market demands. Proven ability to interpret research findings and drive implementation strategies cross-departmentally.
- Proven leadership and management; successful at team building as an ongoing process. Ability to hire, manage, mentor and coach staff and manage consultants and consulting contracts; ability to develop and manage budgets and financials successfully.
- A positive individual with good interpersonal skills. The ability to find creative solutions to complex situations. Highest standards of personal and professional ethics and integrity. A sense of urgency and high energy.
- An outstanding ability to communicate across a broad range of people, from CEOs of the largest corporate companies to consumers to membership with an understanding of the importance of translating research data and findings to general audiences.
- Solid written and presentation skills; engaging public speaker.
- Strong organizational and time-management skills to meet deadlines with proven ability to successfully manage multiple projects with a high sense of urgency.

To apply, please submit a cover letter, salary requirements and resume to jobs@asid.org. Applications without all submission requirements will not be considered.