



American Antitrust Institute
President
Remote



Background

The American Antitrust Institute (AAI) is an independent, nonprofit organization devoted to promoting competition that protects consumers, businesses, and society. AAI serves the public through research, education, and advocacy on the benefits of competition and the use of antitrust enforcement as a vital component of national and international competition policy.

Since its inception, AAI has created and shaped the modern “progressive antitrust” movement, with a focus on preserving a competitive economy through vigorous public and private enforcement of the antitrust laws. Protecting markets, competition, innovation, consumers, and workers is fundamental to ensuring economic and entrepreneurial freedom and the underlying democratic values embedded in our market system. More information can be found at: www.antitrustinstitute.org.

Overview

The President of AAI will possess the full complement of skills and demonstrated track record necessary to fulfill AAI’s mission as the leading, independent, non-profit competition research, education, and advocacy organization. Fulfillment of AAI’s mission includes maintaining and expanding AAI’s influence and impact on promoting strong competition enforcement and policy for the benefit of consumers, workers, and smaller businesses. The President plays the leading role in converting AAI’s influence and impact into financial support and sustainability for the organization.

The President reports to the AAI Board of Directors. Major areas of responsibility include:

- implementing AAI’s legal, economic, and policy programs;
- serving as the leading spokesperson for AAI across a variety of channels;
- ensuring organizational funding and sustainability;
- framing and implementing strategic planning goals;
- coordinating AAI networks and collaborations; and
- managing the operations of AAI.

AAI is looking for a new President who possesses an established reputation as a competition expert; shares AAI’s vision; is a self-starter who demonstrates passion, tenacity, and creativity in scoping issues to advance AAI’s pro-competition values; has experience in non-profit operations and fundraising; has an accomplished track record of promoting diversity and inclusion in all matters; and excels at teamwork, consensus building, and the wide dissemination and adoption of AAI policy positions.

Responsibilities include:

The position of President involves a number of interrelated responsibilities. These are executed by the President and supported by AAI Staff, AAI Board of Directors, AAI Advisors, networks, and consultants:

- **Secure AAI's Funding and Sustainability:** Raise an annual budget of approximately \$1.2M per year from a variety of sources and work consistently to expand the budget. Sources of funding include AAI's sponsorship program, a variety of grants (from both foundations and government), and individual donations. The President works to expand funding by cultivating existing funding relationships and forging new ones, across the organization.
- **Develop and Implement AAI Programs:** The President identifies opportunities for engagement and manages development of all AAI program areas (legal, economic, and policy), in conjunction with AAI Staff. This work includes identifying cutting-edge issues, prospective competition issues, and ensuring consistency with previous AAI legal and policy positions. The President manages AAI collaborations with other organizations.
- **Plan AAI Events:** The President initiates the planning of, and plays an active role in implementing, AAI events, including two major annual conferences, a number of smaller competition roundtable meetings, the Ruled by Reason podcast, briefings, and an educational series. The President participates, and promotes the participation of AAI staff, in outside events. The AAI President takes an active role in leading and speaking at all AAI events.
- **Coordinate AAI Awards:** AAI administers and sponsors several awards programs, including the Antitrust Achievement Award, Antitrust Enforcement Awards, Private Enforcement Hall of Fame, Hollis Salzman Award, and the Jerry S. Cohen Award for Antitrust Scholarship. The AAI President works with staff, outside organizations, and the Board of Directors to identify candidates for awards and implement awards programs.
- **Manage AAI Grants:** The President identifies and secures potential grants through foundations, cy pres, and government channels. This includes developing grant proposals, negotiating grant terms, coordinating projects, and ensuring completion of grant commitments and reports. The President plays a key role in establishing relationships with foundation program managers, co-counsel in antitrust class actions, and other resources that are instrumental in helping AAI secure funding.
- **Manage AAI Finances:** The President oversees AAI's investment reserves and operating accounts with the assistance of outside financial managers and institutions. The President manages monthly payroll and retirement contributions and works with AAI's accountants on accounts payable and billings, quarterly financial reports, AAI's annual budget, and the annual non-profit tax return.

- **Oversee AAI Communications:** The President oversees all AAI communication channels with the support of the Director of Development and Communications. Major communication channels include: media and non-media outside inquiries, regular emails blasts and social media platforms, AAI's annual Impact Report, and the AAI website (a new version of which is currently under development). The President oversees the ongoing development of communications to further disseminate AAI's work product and amplify its impact.
- **Report to AAI Board of Directors:** In reporting to the AAI Board of Directors, the President develops agendas for periodic meetings and reports on AAI's finances and operations. The President will work with the board to develop a strategic plan.
- **Manage Advisory Board and International Connections:** AAI's Advisory Board of 130+ experts provides important support for AAI's mission. The President takes primary responsibility for recruiting new advisors, responding to Advisor inquiries, and planning multiple meetings of the Advisory Board every year (including an in-person luncheon). The President takes the lead on managing and cultivating relationships with international organizations.
- **Ensure Business Compliance:** The President ensures AAI complies with all federal, state, and local regulatory business reporting requirements, including nonprofit status filings, employment tax filings, business licensing, and U.S. census reporting. The President maintains all AAI internet domain names, copyrights and trademarks, and licensed agents.

Qualifications include:

Candidates for the position of AAI President will:

- Possess a degree in law and/or a PhD in economics together with a comprehensive understanding of antitrust and regulatory law and policy, excellent analytical and writing skills, and a track record of advocating successfully on competition enforcement and policy issues.
- Possess at least 10+ years of experience including senior-level non-profit organizational and financial leadership, management, and decision-making experience with a demonstrated history of successful fundraising and established relationships with other advocacy organizations, enforcement agencies, the antitrust legal community, regulatory agencies, Congress, and the media.
- Have a record of working collaboratively with teams, promoting a productive, engaging, and inclusive workplace, and supporting the professional development of AAI Staff.

Salary

The salary range for this position begins at \$180,000. Employee benefits include: 40 days paid leave inclusive of federal holidays, and employer SEP-IRA contribution equal to 25% gross annual salary. AAI does not offer health insurance which is why the SEP-IRA contribution is generous.

Work Environment

AAI is a completely remote work environment. The President will be required to spend some time in Washington, DC as well as other cities in the U.S. for meetings and conferences.

This position description is based upon material provided by the American Antitrust Institute, an equal opportunity employer.

To apply for this position, please click [HERE](#).

Sherry Ettleson, Principal
settleson@drgtalent.com

Sterling Nelson, Talent Consultant
snelson@drgtalent.com