



Vice President & Chief Program Development Officer
UL Research Institutes
Evanston, IL

THE SEARCH

For more than a century, UL organizations have conducted rigorous product testing, inspection and certification, independent research, and developed safety standards to improve living and working conditions throughout the world. As a nonprofit research organization, UL Research Institutes (ULRI) is a leading independent safety science organization that pursues and applies science-driven knowledge to meet an overall mission of working for a safer world. ULRI is guided by its commitment to addressing three of the world's grand challenges: building resilience for a sustainable future; advancing individual and societal health in the 21st century; and promoting safety at the human-digital interface. ULRI researchers address public safety risks through rigorous investigation and by collaborating with an international network of esteemed experts. The aim is to define the safe application of materials and technologies, and to share findings broadly to ensure maximum impact.

ULRI seeks to hire a Vice President & Chief Program Development Officer (CPDO) to lead the organization's strategic efforts to build and sustain revenue-generating partnerships with government agencies, commercial entities, and philanthropic institutions. Unlike traditional fundraising roles, this position focuses on securing grants, contracts, collaborative agreements, and technology commercialization opportunities that align with the organization's mission to advance safety science research and innovation. The CPDO will increase ULRI's visibility as the undisputed leader in its field and forge strong external partnerships while creating an internal culture of diverse revenue generation and entrepreneurship. The organization has grown significantly in the last three years, and the CPDO will collaborate with institute leaders to shape external funding opportunities that address the critical safety threats impacting the world today and in the future.

Reporting to the President and CEO of UL Research Institutes (ULRI), the CPDO works in collaboration with the Chief Research Officer, Research Institute leaders, and other senior leaders across the organization in support of its mission and growth. The CPDO will be a strategic, collaborative, and entrepreneurial leader with a passion for safety science. The CPDO will shape and articulate the revenue development strategy in partnership with senior leadership and implement it to achieve increased impact and outstanding results.

UL Research Institutes is working with Isaacson, Miller, a national executive search firm, for this recruitment. Inquiries, nominations, and applications should be directed in confidence to the search firm as indicated at the end of this document.

THE UL ENTERPRISE

In June 2022, UL revealed new brands for its two nonprofit organizations, UL Research Institutes and UL Standards & Engagement, and the commercial business, UL Solutions. The brands reflect and clarify each organization's unique role in working for a safer world. While the logos for the organizations have been updated to reflect the new brands, the existing UL certification marks, which signal independent third-party safety, security, and sustainability certification, remain unchanged.

Each organization operates as a separate and independent entity with the common mission of making the world a safer place. All three organizations also share the legacy of what began as Underwriters Laboratories – or, more accurately, the Underwriters Electrical Bureau, as it was known during its founding in 1894. They are connected through a joint brand agreement and the legal membership / ownership structure.

The UL organizations confront safety challenges head-on, turning questions and hypotheses into discoveries and innovation to ensure that scientific knowledge is applied. The three organizations' capacity to create change is amplified by a distinctive network of researchers, engineers, technologists, government regulators, technical experts, and business leaders to advance safety and sustainability.



[UL Research Institutes \(ULRI\)](#), formerly known as Underwriters Laboratories, is a 501(c)(3) leading independent safety science research organization with global reach. ULRI researchers explore both the benefits and risks of today's technologies and pursue answers to socially relevant questions related to public safety. They take a multidisciplinary approach that engages the ingenuity of top minds across scientific disciplines to engineer a safer and more sustainable world — one in which every individual can thrive. ULRI is the sole member of ULSE.



[UL Standards & Engagement \(ULSE\)](#) is a 501(c)(4) nonprofit standards development and advocacy organization that translates safety science into practical, action-oriented standards in multiple domains. The organization also serves as a vital resource for policymakers and shares knowledge, advances partnerships, and advocates for standards and policies to create a safer, more sustainable world. ULSE is the controlling shareholder of UL Solutions.



[UL Solutions](#) is a global leader in applied safety science. UL Solutions transforms safety, security, and sustainability challenges into opportunities for customers in more than 100 countries. UL Solutions delivers testing, inspection, and certification services, together with software products and advisory offerings, that support customers' product innovation and business growth. The UL certification marks serve as a recognized symbol of trust in its customers' products and reflect an unwavering commitment to advancing safety. They help customers innovate, launch new products and services, navigate global markets and complex supply chains, and grow sustainably and responsibly into the future.

UL RESEARCH INSTITUTES — *DISCOVERIES IN SAFETY*

Since 1894, ULRI has been recognized as a world leader in fire and electrical safety. Its research has diligently identified risks to humanity and our planet and countered them with science-based knowledge designed to benefit people everywhere. Today, ULRI is hard at work discovering how safety science can help solve the increasingly urgent problems of the 21st century, putting expertise to work investigating issues ranging from the health impacts of environmental and chemical pollution to the safety risks artificial intelligence may foster.

In 2025, ULRI announced the appointment of [Jim Hudgens, Ph.D.](#) as president and chief executive officer, furthering its leadership in safety science research. Hudgens is a highly experienced leader in advanced technology with a proven track record of strategic transformation and growth, with more than 25 years of experience in national security research. Most recently, Hudgens previously served as director of the Georgia Tech Research Institute and senior vice president of the Georgia Institute of Technology, leading more than 3,000 employees conducting over one billion dollars worth of research across numerous disciplines. Reporting to, and in partnership with, the [Board of Trustees](#), Hudgens will advance the organization's long-term strategy and enhancing internal and external partnerships and collaboration. His vision includes increasing global awareness of the organization's pivotal role and unwavering dedication to its safety science mission and attracting talent across the different research areas ULRI serves.

Research Institutes

ULRI aims to help build and expand coalitions of experts so that, together, they can better pursue and address safety risks and share their research outcomes in ways designed to maximize their influence by communicating and educating audiences. ULRI fosters and sustains public trust in its work through a commitment to independence, rigor, and transparency. As ULRI evaluates the development of new technologies and environmental or societal circumstances, its individual institutes and offices also assess their ability to target them with new safety-science research efforts that will have positive impacts.

- [Chemical Insights Research Institute](#) – Promoting human health through research and awareness of the potential risks of chemical pollutants
- [Digital Safety Research Institute](#) - Developing new frameworks for machine learning, artificial intelligence, and decision-making technologies
- [Electrochemical Safety Research Institute](#) - Investigating the limits of electrochemical technologies to drive safer innovations and product performance
- [Fire Safety Research Institute](#) - Dedicated to addressing the world’s unresolved fire safety risks and emerging dangers
- [Materials Discovery Research Institute](#) - Harnessing new materials at the atomic, nano, and meso-scales to highlight their risks and applications for advancing safety, sustainability, and health
- [Institute for Research Experiences & Education](#) - Bringing current and future generations into the world of safety science through various programs and initiatives for students ranging from middle school to post-graduate degrees and into internships and early career development

Examples of ULRI’s Impact

[E-mobility Battery Safety](#): The Electrochemical Safety Research Institute (ESRI) and Fire Safety Research Institute (FSRI) applied safety science research to understand how to safely operate batteries and utilize stored energy while assessing, understanding, and mitigating the risk of fire and other hazards. ULRI's groundbreaking research in fire safety, battery safety, and other relevant focus areas proceeds in parallel with the transformative commercial work of UL Solutions and helps inform the public safety standards and policies developed by UL Standards & Engagement.

[Investigation of Maui Fires](#): In August 2023, Hawai'i Attorney General Anne E. Lopez selected FSRI to assess the policies and performance of state and county agencies in preparing for, and responding to, the Maui wildfires that resulted in significant loss of life and caused approximately \$5.5 billion in damage. FSRI was selected to help run this independent, unbiased, and transparent investigation given its unmatched expertise and reputation in the field of fire investigations.

[Examining 3D Printer Emissions](#): Chemical Insights Research Institute, Georgia Institute of Technology, and Emory University completed a multi-year study on 3D printing emissions. [The study](#) found that high levels of ultrafine particles and more than 200 different VOCs are released during 3D printer operation. To promote healthy IAQ while using 3D printers, Chemical Insights Research Institute provides targeted tools and resources to support the safe use of 3D printers in schools.

ROLE OF THE CHIEF PROGRAM DEVELOPMENT OFFICER

The Chief Program Development Officer (CPDO) will partner with Institute leadership to strategically shape and sustain revenue-generating partnerships with government agencies, commercial entities, and

philanthropic institutions. Unlike traditional fundraising roles, this position focuses on securing grants, contracts, collaborative agreements, and technology commercialization opportunities that align with the organization's mission to advance safety science research and innovation.

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KEY OPPORTUNITIES AND CHALLENGES

To successfully contribute to ULRI's mission and vision through program development, the next CPDO will address the following opportunities and challenges:

Understand the external funding landscape and elevate ULRI's visibility

In partnership with Research Institute leaders the CPDO will actively engage with potential sponsors in high-level discussions on research needs in public safety, bringing new insights back to the organization. The CPDO will represent ULRI to the outside world and strategically identify, cultivate, and manage relationships with government, commercial, and philanthropic partners.

Collaborate closely with institute leaders to identify and leverage new programmatic opportunities

They will work closely with institute leads to map each institute's funding landscape and identify key partners and opportunities. The CPDO will collaborate with program and research teams to align and shape funding opportunities with research capabilities and priorities, and will support internal teams in understanding and leveraging partnership and revenue development opportunities.

Help design and execute internal mechanisms of program development

The CPDO will lead development of intellectual property commercialization strategies and strategies for building partnerships with philanthropic and governmental organizations to shape revenue-generating opportunities that align with the strategic research thrusts of ULRI's institutes. The CPDO will partner with the CRO organization who oversee development of proposals for grants, contracts, and cooperative agreements. The CPDO will mentor, and support staff involved in development and partnership activities, and will work closely with leadership, finance, legal, and program teams to ensure successful execution and compliance of funded projects.

Lead ULRI's program development efforts

The CPDO will serve as a key member of the executive leadership team, contributing to overall organizational strategy and culture. In partnership with the CEO and Board of Trustees, the CPDO will

design and implement a comprehensive revenue development strategy aligned with the organization's mission and goals, develop key milestones, and identify and build transformative new revenue streams to support ULRI's mission and growth.

QUALIFICATIONS AND CHARACTERISTICS

The ideal CPDO possesses significant experience in development, strategic partnerships, or business development, preferably in a nonprofit, academic, or research setting. They have demonstrated success in securing and managing government grants, contracts, and/or philanthropic funding, and experience and demonstrated success with technology commercialization. They possess familiarity with federal and state funding mechanisms, philanthropic trends, and public-private partnerships. They have earned an outstanding reputation for integrity, trust, fairness, and transparency. Specific experience and qualifications will include the following:

- Bachelor's degree required; advanced degree in a scientific field is strongly desired, and public policy, business, nonprofit management, or related field preferred.
- Positive and collaborative interpersonal skills to work effectively with leaders and colleagues across the organization.
- Engaging and approachable leadership style to lead and develop a high performing function, setting high standards and accountability for process and results in a matrix organization.
- High degree of curiosity to learn about the mission and impact of the organization and its areas of specialization.
- Strategic thinking and ability to see the big picture and align partnership opportunities with long-term organizational goals.
- Skilled in building trusting relationships and credibility with diverse stakeholders across sectors and experienced in navigating complex funding ecosystems.
- Ability to operate at a strategic and operational level, including attention to detail and willingness to both lead the work and execute.
- Exceptional written and verbal communication skills, including proposal writing and public speaking, with enthusiasm to engage leaders, employees, and other stakeholders with the mission and goals of the organization.
- Strong organizational skills with the ability to manage multiple complex projects simultaneously, thrive in a fast-paced environment, and deliver results among competing priorities.
- Problem solving skills with the ability to identify root causes, develop practical solutions, and work in collaboration with colleagues across the organization to address strategic, operational, and any other roadblocks to success.

APPLICATIONS, INQUIRIES, AND NOMINATIONS

Screening of complete applications will begin immediately and continue until the completion of the search process. Inquiries, nominations, referrals, and CVs with cover letters should be sent via the Isaacson, Miller website: <https://www.imsearch.com/open-searches/ul-research-institutes/vice-president-and-chief-program-development-officer>. Electronic submission of materials is strongly encouraged.

Andrew Lee, Managing Partner
Courtney Cabansag, Associate
Madeline Fitzpatrick, Managing Search Coordinator

UL Research Institutes is committed to hiring a qualified workforce without regard to race, color, religion, creed, sex, sexual orientation, gender identity, marital status, national origin, age, veteran status, disability, or any other protected class. Competitive compensation includes base salary at or above US\$ 250,000 (based on experience and qualification), short and long-term incentive compensation, and world-class benefits (additional information available at [Careers - UL Research Institutes](#)).

This document has been prepared based on the information provided by UL Research Institutes. The material presented in this leadership profile should be relied on for informational purposes only. While every effort has been made to ensure the accuracy of this information, the original source documents and information provided by UL Research Institutes would supersede any conflicting information in this document.