

Faye Farmer, M.S., CP.APMP

Executive Director, Research Development at Arizona State University

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Summary

- * I lead a team that is committed to expanding the research impact and footprint at Arizona State University (ASU). In 2018, as a team, we reviewed and developed over \$750M in proposals and concept notes to federal and corporate funding agencies.
- * I have contributed to ASU's success by creating efficient paths between intelligence gathering and institutional collaborative networking, alongside predictive opportunity forecasting, and enhancing overall team function and communications.
- * I am a certified as a practitioner (second level of three) of proposal management through the national organization for proposal managers (APMP).
- * Through workshops, consultation, and small group discussions, I am creating a community of practice among faculty and staff focused on improving funding outcomes and implementing industry best practice in proposal management and competitive intelligence.
- * I have spent 10 years working exclusively on increasing research productivity of faculty and research scientists, irrespective of their discipline or sponsor agency.

Strengths Include: Executive Coaching • Process Improvement • Group Facilitation • Editing • Presentations
Grant & Proposal Writing • Team Leadership • Training & Mentoring • Strategic Planning
Contract Negotiations • Certified Proposal Management Practitioner (CP.APMP)

Experience

Executive Director, Research Development, Knowledge Enterprise Development (KED) at Arizona State University

January 2018 - Present

I manage a team of exceptionally talented individuals who are dedicated to advancing the research agenda of the university. Working with ASU research faculty, staff, and leaders to improve funding success and grow the research enterprise, we seek to empower and embolden every faculty, staff, and student member of ASU to increase their competitive edge in support of the expanding quality and quantity of the research enterprise. The office functions currently include competitive intelligence, proposal management, limited submissions, and research related events.

Consultant, Program for External Evaluation of Research Development (PEERD) at National Organization of Research Development Professionals (NORDP)

August 2018 - Present

I applied to become a member of the Program for External Evaluation of Research Development (PEERD) consulting team because I wanted to (selfishly) experience other universities. This experience has grown my own understanding of Research Development as both a profession and function in significant ways. As a result of the consultations I've participated in, I've been able to look at my own office with more critical eyes. Importantly, I have gained appreciation for how institutional culture and leadership can dramatically impact research development work.

Director, Research Development, KED at Arizona State University

January 2016 - December 2017 (2 years)

I worked with ASU faculty and staff to promote the research portfolio across the university through one on one consultation and facilitation of large group discussions. I was able to demonstrate the value of a coordinated office with multiple facets to support faculty in pre-solicitation and post-solicitation endeavors. In particular, my team and I created a vision and mission around research excellence that translates directly to faculty success. I sought to improve processes, training, and mentoring so that faculty are putting the most competitive, unique, and innovative ideas forward and staff are prepared to support their efforts.

Associate Director, Research Development Group, KED at Arizona State University

August 2011 - January 2016 (4 years 6 months)

I worked across the university, irrespective of discipline or sponsor, to assist faculty researchers in developing large-scale or strategic proposals. I created the proposal manager job at ASU and hired great people in the role, established a network of practitioners, and mentored some amazing people. I mentored a colleague who defined and established a competitive intelligence unit that enjoys national recognition.

Associate Director, Research Opportunity Advancement and Development, Biodesign Institute at Arizona State University

September 2010 - August 2011 (1 year)

In conjunction with the leadership of the Biodesign Institute, I facilitated the identification of projects and proposals that supported the strategic goals of the Institute. I worked with and managed the research advancement team and editorial and content services to manage a successful portfolio of high dollar, high impact scientific proposals through initiation, development, submission, and award. In this position, I was able to take my passion for academic proposal management to the next level and earned Foundation certification with APMP.

Manager, Editorial and Content Services at Biodesign Institute/Arizona State University

July 2007 - October 2010 (3 years 4 months)

I provided editorial and content services to the researchers at the Biodesign Institute. These services included book chapters, proposals, whitepapers, and articles. I managed two proposal coordinators in support of the research mission of the Institute. It was during this job that I realized my passion for academic proposal development and joined NORDP and APMP.

Volunteer Experience

Mentor & Mentee, National Organization of Research Development Professionals (NORDP)

May 2016 – Present (3 years)

I serve as both a mentor and a mentee within my professional organization. As busy professionals, we don't always have time to spend with others outside our office. I have found that these relationships (fostered by NORDP) provide priceless perspective to me. Mentoring and menteeing have given me the space to understand my present circumstances and allowed me to design a better career path for myself and those in my office (and across the university).

Editor in Chief, Association for Women in Science (AWIS)

July 2009 – June 2011 (2 years)

I managed two coordinating editors and worked closely with the Executive Director to complete final review of submitted articles to this trade publication. I was responsible for establishing a style guide and improving overall process for selection and publication of articles.

Education

Arizona State University

M.S., Plant Biology, 2001 - 2003

University of Arizona

B.S., Plant Sciences, 1992 - 1996

Honors and Awards

Knowledge Enterprise Advancement Award

Inaugural recipient of the Knowledge Enterprise Advancement Award. Recognizes an OKED employee who excels in all of the following areas:

- Excellence in overall work performance
- Establishes mutually beneficial connections between ASU and the community
- Generates novel and valuable ideas to develop new or improve OKED
- Promotes teamwork and collaboration
- Incorporates the vision and goals of ASU as a model of the New American University

Arizona State University's Leadership Academy

The Leadership Academy provides a year-long series of workshops for current and emerging leaders at ASU to increase the university's capacity to realize the ideals of the New American University. Workshops focus on communication, team building, creating and securing resources, and building a culture of excellence. The academy also provides opportunities for members of the cohort (about 30 in number) to network with current and emerging leaders across the university.