



## **Chief Development Officer**

**Location:** Princeton, NJ

**Start Date:** September 1, 2025 (or as available)

**Reports To:** Chief Executive Officer

**Status:** Full-Time | Salaried | Exempt

Are you a bold, strategic, and collaborative leader with a passion for philanthropy and relationship building? Do you excel at creating transformational fundraising strategies and inspiring others to give? If so, the Center for Modern Aging Princeton (CMAP) invites you to apply for the role of Chief Development Officer. Working as a key partner with our CEO and board of trustees, the CDO is our senior-most fundraising leader and architect of all philanthropic and external engagement initiatives.

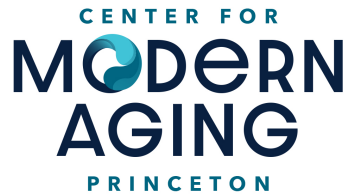
### **About Us**

At CMAP, we're on a mission to help older adults thrive. We serve as a regional hub for older adult services, support, and community connection. Through compassionate social services, lifelong learning, volunteerism, and community-wide outreach, we promote active, engaged, and empowered aging for adults aged 55 and above.

As we grow and expand our impact, including new capital investments, digital learning, age-friendly community initiatives, and much more, we are seeking an inspiring leader to take full ownership of our development strategy, fundraising programs, and community visibility. The Chief Development Officer will be a central figure in shaping CMAP's future by driving philanthropic revenue, strengthening our donor community, and enhancing our public presence.

### **About the Role**

The Chief Development Officer (CDO) is a visionary and relationship-driven executive leader who oversees all fundraising and external engagement efforts. As a member of the Executive Leadership Team, the CDO partners with the CEO and COO to set strategy and drive sustainable growth.



In this multifaceted role, you'll lead CMAP's fundraising portfolio, including individual and major gifts, capital campaign planning, planned giving, foundation and corporate partnerships, grants, sponsorships, and special events while also directing community engagement and visibility strategies, including tabling at events, partnership building, and public promotional activities.

This is more than a fundraising role, it's a leadership opportunity to build legacy, cultivate relationships, and strengthen the aging experience in Princeton and beyond.

## **What You'll Do**

### *Strategic Leadership*

- Serve as a key member of the Executive Team and strategic advisor to the CEO.
- Create and execute multi-year fundraising and engagement plans aligned with CMAP's goals.
- Collaborate with the Board of Trustees and support a culture of philanthropy.

### *Fundraising & Revenue Growth*

- Lead all fundraising activities, including:
  - Annual giving campaigns
  - Major and planned gifts
  - Foundation and government grants
  - Corporate partnerships and sponsorships
  - Capital and endowment initiatives
  - Donor cultivation events
- Manage a portfolio of high-level donors and funders.
- Track results using data and reporting tools (Salesforce CRM).

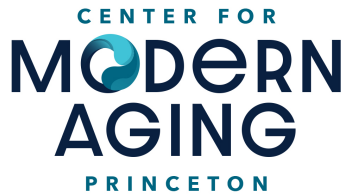
### *Donor Stewardship*

- Build lasting, authentic donor relationships.
- Develop and implement a comprehensive stewardship strategy.
- Use storytelling and impact-driven communications to inspire giving.

### *Community Engagement & Visibility*

- Lead CMAP's public presence and visibility efforts.
- Coordinate community tabling, fairs, and promotional events.

The Center for Modern Aging Princeton  
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- Represent CMAP in the community and among institutional partners.
- Align outreach with fundraising, program goals, and communications.

#### Team Leadership

- Supervise and mentor our development team.
- Collaborate across departments to integrate development with communications and programs.

### **Who You Are**

You are a highly collaborative, strategic, and mission-driven leader with a passion for building relationships and mobilizing resources for meaningful impact. With a strong background in nonprofit development, you bring both vision and execution, leading major gift strategies, growing donor pipelines, and driving campaigns with clarity and purpose.

You excel at connecting people to a cause, whether cultivating a donor, leading a team, or representing the organization in the community. You're a storyteller, a collaborator, and a trusted partner who thrives in dynamic settings. Above all, you believe in the power of community and share CMAP's commitment to helping older adults thrive.

### **Minimum Qualifications**

- Minimum of 7-10 years of progressive experience in fundraising and nonprofit development, including at least 4 years in a leadership role.
- Proven success in securing major gifts, corporate sponsorships, and grant funding.
- Demonstrated strategic planning and team management experience.
- Demonstrated ability to lead and thrive in a highly collaborative, team-centered environment; skilled at fostering partnerships and working cross-functionally to achieve shared goals.
- Exceptional communication, relationship-building, and storytelling skills.
- Experience working with boards, executive leaders, and community stakeholders.
- Knowledge of donor database systems and fundraising software.
- Passion for aging services, community building, and CMAP's mission.
- Bachelor's degree required; advanced degree or CFRE certification preferred.



## **What We Offer**

- Mission-driven work with deep community impact
- Collaborative, creative, and respectful team culture
- Competitive salary and full benefits package (\$110k - \$125k base salary)
- Opportunities for growth, leadership, and legacy-building

## **How to Apply**

Submit your resume and cover letter to:

**Dr. Drew A. Dyson, CEO**

[ddyson@cmaprinceton.org](mailto:ddyson@cmaprinceton.org)

*Applications will first be reviewed on August 15, 2025 and then on a rolling basis until the position is filled.*

*CMAP is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.*