



listen talk read succeed



Chief Development Officer

Position Announcement

Central Institute for the Deaf (CID) seeks an experienced Chief Development Officer (CDO) to serve as the lead fundraising strategist to build and implement the fundraising leadership structure needed for **CID's** next chapter of growth. **CID** is renowned locally, nationally and globally for the work it does to teach children who are deaf and hard of hearing to listen, talk, read and succeed. **CID** is also a leader in educator training, professional development and creation of widely used resources. **CID** has been empowering families and professionals to help children reach their fullest potential for more than 100 years.

Why Central Institute for the Deaf?

- A recognized leader and innovator in educational and clinical services to children, birth through elementary school, who are deaf and hard of hearing.
- A national and global contributor to improvement in deaf education.
- A strong, tenured team with deep commitments to **CID's** mission.
- A long-standing collaboration with Washington University and the School of Medicine.
- A 100-year history of community support with a bright future for fundraising growth.

Key Responsibilities

- Develop and implement an evidence based multi-year fundraising plan aligned with **CID's** strategic priorities and growth goals.
- Strategically engage the enthusiastic Executive Director in high-priority development work.
- Lead all aspects of Major Gifts - including managing a personal portfolio - and the Planned Giving strategies.
- Lead, develop and mentor the fundraising staff, including establishing metrics, accountability structures and performance expectations.
- Engage key volunteers, including Board members, in effective, meaningful fundraising initiatives.
- Be a visible ambassador for **CID**.
- Collaborate with senior leadership to advance a culture of philanthropy.
- Strong data management practices in the development functions.

Reporting

This position will report directly to the Executive Director and serve on the organization's leadership team. The CDO will manage a team of four direct reports including three fundraising staff and one communications staff.

Qualifications

- Bachelor's degree required; advanced degree and/or CRFE a plus.
- 7+ years of progressive fundraising experience, with demonstrated success in major gift solicitation.
- Proven ability to design and implement a comprehensive fundraising strategy.
- Strong relationship-building skills and experience working directly with Executive Director, Board members and major donors.
- Experience leading and developing a fundraising team.
- Experience with planned giving programs preferred.
- Ability to lead change.
- Proficiency with Raiser's Edge or comparable CRM platform; experience with Financial Edge a plus.

Salary and Benefits

- Starting salary \$145,000 to \$175,000
- Comprehensive benefits package includes health, dental, vision, life and long-term disability insurance.
- Retirement plan with match.
- Paid time off annually includes vacation, sick days and paid holidays.

To Apply

Please send a resume and cover letter to search@emdconsulting.com, noting "**CID**" in the subject line, by Friday, July 17, 2026. Early applications are encouraged.

