



Executive Search Announcement

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Organization: Center on Budget and Policy Priorities (CBPP)

Position: Deputy Chief Development Officer (Deputy CDO)

Location: Washington, DC

Work Arrangement: Hybrid – in-office Tuesdays and Wednesdays weekly; first Thursday of the month

Reports to: Chief Development Officer

Salary: \$150,000 - \$170,000 (commensurate with experience)

Seeking a collaborative fundraising leader with a passion for fiscal policy, anti-poverty programs, and racial justice to create and drive new revenue streams, expand our community of funding partners, and support our dynamic development team.

ABOUT THE CENTER ON BUDGET AND POLICY PRIORITIES

The Center on Budget and Policy Priorities (CBPP) is a nonpartisan research and policy institute that advances federal and state policies to help build a nation where everyone — regardless of income, race, ethnicity, sexual orientation, gender identity, ZIP code, immigration status, or disability status — has the resources they need to thrive and share in the nation's prosperity.

CBPP combines rigorous research and analysis, strategic communications, and effective advocacy to shape debates, affect policy, and inform effective implementation both nationally and in states. It works closely with a broad set of national, state, and community organizations to design and advance policies that promote economic justice; improve health; broaden opportunity in areas like housing, health care, employment, and education; and lower structural barriers for people of color and others in communities that continue to face systemic barriers to opportunity. CBPP promotes policies that will build a more equitable nation and fair tax policies that can support these gains over the long term. CBPP also shows the harmful impacts of policies and proposals that would deepen poverty, widen disparities, and worsen health outcomes.

CBPP has a staff of more than 150, and an annual budget near \$50 million, including over \$10 million in regranteeing funds to its partner organizations.



**See more about this
exciting opportunity!
Deadline to apply:
April 30, 2025.**

ABOUT THE ROLE

CBPP seeks a full-time Deputy Chief Development Officer (Deputy CDO) to join its Development team, based in the Washington, DC office.

The Deputy CDO provides key leadership and management oversight of the strategic work of CBPP's nine-person Development team. This senior position reports to the Chief Development Officer and partners closely with them to develop and implement the organization's fundraising strategy. The Deputy CDO will oversee all new fundraising cultivation and solicitation, working with foundations, individuals, and other philanthropic entities. The Deputy CDO will develop deep familiarity with CBPP donors and their giving histories and areas of interest, and will work collaboratively with the Chief Development Officer and other team members to create and execute a responsive donor engagement plan that includes a robust offering of opportunities for donors to connect with CBPP's work and mission to build a nation where everyone has what they want and need to thrive.



The Deputy CDO is specifically responsible for:

- Develop and execute a fundraising strategy to resource CBPP's organizational funding priorities in partnership with the Chief Development Officer.
- Identify and secure new funding from diverse sources, including foundations, individuals, and other philanthropic entities.
- Develop and execute a donor engagement plan, with cultivation opportunities for current and prospective donors.
- Cultivate and maintain relationships with current and prospective donors, to build strong partnerships, and ensure effective stewardship and engagement.
- Prepare and execute fundraising proposals, reports, and presentations for solicitations with prospective donors.
- Represent CBPP at fundraising events and meetings to cultivate relationships with prospective funders.
- Manage the Deputy Director of Individual Giving and the Manager of Development, providing mentorship and support in their work and professional growth.
- Collaborate with Finance and policy teams to create proposal budgets that reflect organizational priorities and funding realities.
- Conduct ongoing alignment meetings with other departments across CBPP to set collaborative fundraising goals and define shared accountability for fundraising tasks.
- Work with the Chief Development Officer to implement prospect research and moves management processes that maximize new funding opportunities and accelerate our cultivation and stewardship efforts.
- Ensure that our development strategy and products reflect the organization's ongoing commitment to equity and inclusion.
- Monitor and analyze fundraising performance, providing insights and recommendations for revised fundraising outreach tactics.
- Oversight of the team's use of Salesforce data, and donor acknowledgement functions and support the team in developing the database further.
- Perform other job-related duties within the role's scope as assigned to support the team's goals.



ABOUT THE IDEAL CANDIDATE

The Deputy CDO will play a pivotal role in advancing CBPP's fundraising strategy, strengthening relationships with funders, and driving revenue growth to support its mission. The ideal candidate is a proactive problem-solver and solutions-oriented leader with a strong track record in fundraising strategy and execution. Through adept communication and cross-functional collaboration, they will engage internal and external stakeholders to enhance the organization's development efforts. With deep experience in donor cultivation, fundraising operations, and team leadership, the Deputy CDO will bring the skills and vision needed to expand philanthropic partnerships and secure critical funding in partnership with the Chief Development Officer.

Qualifications And Desired Experience

- A bachelor's degree and at least ten years of fundraising experience working in policy and/or nonprofit organizations. Excellent writing and presentation skills and experience with framing concepts for a philanthropic audience.
- Experience supervising fundraising staff.
- Experience successfully cultivating and soliciting foundations, individuals and other types of philanthropic organizations.
- Experience with applying tools like prospect research, relationship mapping, or wealth screens as part of a fundraising strategy.
- Experience using a donor contact resource management database in their work, including use of the data to inform fundraising plans and determine tactics, as well as measure progress against fundraising goals. Salesforce experience is a plus.
- Demonstrated excellence in communication, organizational, and managerial skills, working across several teams to source information, juggling competing deadlines and being able to quickly reprioritize tasks when needed.
- Commitment to CBPP's mission to improve the well-being of low- and moderate- income people and advance racial equity as part of that work.
- Understanding of the role that racial inequity plays in our society and interest in how fiscal and other types of policies can be used to redress that inequity.
- Willingness and ability to travel 25% of the time for role.



TO APPLY



CBPP has exclusively retained Impact Search Advisors by Nonprofit HR to assist in the recruitment efforts for the Deputy CDO role. For consideration, interested candidates should submit a completed application, resume, and cover letter. Your cover letter must address your experience and qualifications as aligned with the needs of the organization, as well as your specific interest in CBPP. Interested individuals are encouraged to apply immediately.

Applications submitted by April 30, 2025, will be prioritized.

Please visit: cbpp.org for more information about the organization. To obtain further details about this opportunity, contact Danisha Martin and Jami Armstrong.

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