



CHIEF DEVELOPMENT OFFICER
[THE NEW YORK ACADEMY OF MEDICINE](#)
NEW YORK, NEW YORK



Aspen Leadership Group is proud to partner with The New York Academy of Medicine (NYAM), one of the nation's longest-running nonprofits, in the search for a dynamic Chief Development Officer (CDO).

The Chief Development Officer is a key leadership position reporting directly to the President. The CDO will be responsible for leading and implementing NYAM's fundraising strategy and building and managing the development team. The CDO will plan, direct, and execute a range of fundraising activities including major gifts, corporate and foundation relations, annual fund, special events, and planned giving. The CDO will play a major role in identifying, cultivating, and soliciting major donors and growing the corporate and foundation funding base. The CDO will coordinate and collaborate with departments across NYAM, in particular Communications, Events, Research, the Fellows Office, and the world-class NYAM Library.

THE ORGANIZATION

The New York Academy of Medicine is a leading voice for innovation in public health. Throughout its 177-year history, NYAM has championed bold changes to the systems that perpetuate health inequities and keep all communities from achieving a healthier and longer life ('healthspan'). Today, this work includes innovative research that distinctively values community input for maximum impact. Combined with NYAM's trusted programming and historic library, and with the support of 1,800 accomplished Fellows and Members, NYAM's impact as a public health leader continues.

Since 1847, The New York Academy of Medicine has dedicated itself to improving the health of the people of the city, the state, and beyond. Milestones in the work of NYAM include achievements in many key areas—city sanitation, maternal mortality, children's health, and healthy aging, among other topics. NYAM helped create the field of urban health, and publishes a leading journal, *The Journal of Urban Health*, which recently celebrated its 100th volume.

The New York Academy of Medicine is committed to addressing root causes of health inequities. Focusing on societal, environmental, and institutional factors that influence health, the NYAM team collaborates with partners in academia, government, community-based organizations, and others to promote policies, programs, and community needs that contribute to health for all.

Ann Kurth, PhD, MPH, MSN, CNM, FAAN, FACNM, became President of NYAM in January 2023. Dr. Kurth, a health leader with a passion for addressing health equity in the era of climate change, was previously the Dean and Linda Koch Lorimer Professor at Yale School of Nursing and Professor, Epidemiology of Microbial Diseases at Yale School of Public Health. Below outlines key areas of NYAM work.

Research

Led by an accomplished Senior Vice President for Research, NYAM Research work is conducted through the Center for Evaluation and Applied Research, the Center for Healthy Aging, and the Center for Community Partnerships and Policy Solutions.

In a world that is urbanizing, aging, and suffering from preventable diseases, NYAM’s work is needed more than ever. Because the burden of disease disproportionately affects some communities more than others—especially in the era of climate change—it is also a matter of health equity. NYAM’s work looks to tackle barriers to good health, including policies and environments that limit access to healthy foods, physical activity, and resources for the prevention, screening, and treatment of chronic diseases. NYAM Research takes a ‘healthspan’ perspective, focusing on birth justice, disease prevention, mental health, and healthy aging for everyone.

Fellows

The New York Academy of Medicine’s 1,800 Fellows and Members are a community of distinguished professionals, elected by their peers, who share NYAM’s commitment to achieving health equity. NYAM Fellows are top practitioners, academics, and policy makers in their fields, which span medicine, nursing, social work, public health, administration, health policy, pharmacy, dentistry, law, and government. NYAM offers Membership, Associate Membership, and Student Membership levels for early career professionals, graduate students, and recent graduates in health professions and related fields.

In a tradition of honor and service, the Fellows are organized into diverse sections and workgroups that address key clinical and population health issues facing individuals and communities in New York City and cities around the world. Fellows participate in cutting edge research, educational, and health policy programs; organize events addressing critical health issues; and enjoy unprecedented networking opportunities as well as active engagement with NYAM’s staff, programs, and Library. Each year, NYAM also awards more than \$400,000 in grants and fellowships to medical students, seasoned clinicians, and investigators to support the advancement of health care.

Library

The New York Academy of Medicine is home to one of the most significant historical libraries in medicine and public health in the world. The Library supports and encourages a deeper understanding of the varied forces that have shaped health from ancient times to the present day. The NYAM Library fosters engagement with its historical materials for scholars and the public and organizes public events that use history to better understand current-day issues. The NYAM Library safeguards the heritage of medicine to inform the future of health.

Convening

In this post-pandemic era, NYAM’s historic building on Museum Mile is again a leading gathering place for discourse on science, healthcare, and public health, as well as a beloved venue for both public and private celebratory events. See [here](#) for a brief video from the 2023 Annual Gala.

Finances

Assets and income at NYAM include an investment portfolio of over \$54 million, grants and contracts awarded over the past five years totaling \$27.5 million, one of the most distinguished libraries of the history of medicine and public health in the world, and NYAM’s iconic building on Museum Mile in New York City. NYAM’s annual budget is \$14 million.

REPORTING RELATIONSHIPS

The Chief Development Officer will report to the President, Dr. Ann Kurth. The Chief Development Officer will oversee a team currently comprised of three staff, including a Director of Philanthropy and Partnerships, a Manager, and a Coordinator.

PRIMARY RESPONSIBILITIES

Strategic Fundraising and Donor Management

- Design, implement, and oversee annual and long-term fundraising goals, plans, budgets, and best-practice strategies;
- Direct all fundraising strategies and activities, including major gift programs, annual fund campaigns, corporate and foundation relations, and planned giving programs;
- Develop and execute strategies to achieve transformational-level gifts, aligning with the organization’s mission, goals, and budgetary needs;
- Cultivate, steward, and solicit high-capacity donors, including individuals, foundations, and corporate partners;
- Build and maintain strong relationships with major donors, board members, and external partners;
- Design a compelling fundraising and engagement vision for NYAM and work collaboratively across the organization to implement that vision and contribute to development department growth;
- Leverage the fundraising potential of the Board of Trustees as both donors and fundraisers;
- Prepare, brief, and help staff the President’s development calls and portfolio;
- Prepare donor and sponsorship proposals, development background and donor profiles, and work with Communications on consistent messaging and branding across all development activities;
- Plan and execute major fundraising events, campaigns, and donor engagement initiatives;
- Oversee the development and management of donor recognition programs, ensuring timely acknowledgment and reporting of gifts; and
- Ensure a diversified funding portfolio, including major donors, corporate sponsors, and community initiatives.

Leadership and Team Management

- Manage and direct development staff, providing direction, setting priorities, and establishing performance goals;
- Develop and manage the departmental budget, ensuring effective allocation of resources for maximum impact;
- Develop annual goals consistent with overall NYAM strategic goals (including 2025’s Three-Year Plan) and monitor progress against those goals—including improving the net contribution of Development to NYAM’s budget;
- Collaborate with the leadership team to integrate fundraising goals into overall organizational strategy;
- Serve as staff liaison to the Development Committee of the Board of Trustees; and
- Provide regular reports to Leadership.

COMPETENCIES AND QUALIFICATIONS

The New York Academy of Medicine seeks a Chief Development Officer with

- A commitment to and passion for the mission of The New York Academy of Medicine—to drive progress towards improved healthspan through attaining health equity;
- A proven track record of fundraising results that includes the direct solicitation and award of gifts with significant institutional impact;
- Deep knowledge of the New York City philanthropic community;
- Exceptional leadership, communication, and interpersonal skills, with the ability to build relationships with a wide range of stakeholders;
- Experience managing, mentoring, and developing a successful team of development professionals—leading by example and demonstrating success—in a nonprofit setting;
- Strong strategic thinking and planning abilities;

- Strong knowledge of fundraising best practices, donor management systems (i.e., Salesforce), and financial stewardship;
- Experience overseeing and directly engaging in the identification, cultivation, solicitation, and stewardship of donors and sponsors;
- Superb written and oral communication skills, with an ability to influence and engage internal and external stakeholders, diverse staff, and donors;
- A results-oriented temperament, with a track record of meeting or exceeding fundraising targets.

The New York Academy of Medicine will consider candidates with a broad range of backgrounds. A bachelor's degree is required for this position as is at least 10 years of direct fundraising experience, and at least three years in a leadership position. Experience in the metropolitan New York City area is preferred.

SALARY AND BENEFITS

The salary range for this position is \$210,000 to \$238,000 annually. NYAM provides a comprehensive and robust health benefits package via its HR partner, ExtensisHR. NYAM also offers a generous paid time off policy and retirement contribution match program for eligible employees.

LOCATION AND WORK ENVIRONMENT

This position is in New York City. There is a COVID-19 vaccine mandate in place at NYAM. Staff currently work in a hybrid situation; however, this full-time position requires on-site presence and external representation in New York City, and frequent local travel.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of The New York Academy of Medicine as well as the responsibilities and qualifications presented in the prospectus.***

NYAM is an equal opportunity employer and does not discriminate against any employee or applicant for employment because of race, color, religion, sex, national origin, age, disability, veteran status, sexual orientation, gender identity, or any other protected status. NYAM is an affirmative action employer. As an organization whose primary focus is health equity, NYAM is committed to creating a diverse and inclusive environment for all employees.

To apply for this position, visit: [Chief Development Officer, The New York Academy of Medicine](#).

To nominate a candidate, please contact Clare McCully, claremccully@aspenleadershipgroup.com.

All inquiries will be held in confidence.