CENTER FOR AMERICAN MOBILITY

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Development Director

Full-Time · Remote/Flexible (with travel); NYC region preferred

ABOUT CAM

The Center for American Mobility (501(c)(4)) and Center for American Mobility Research and Education Fund (501(c)(3)) are new national nonprofits fighting to expand public transit and create safer streets across America. The mission: strengthen local economies, increase access to opportunity, and build healthier, more vibrant communities by improving transportation policy and investment in public transit and safe streets for biking, scooting, and walking. We coordinate with local and state leaders and advocates across the country to provide research, policy tools, funding, coordination, and political support, while also engaging in our own direct advocacy.

CAM and the CAM Research & Education Fund launched with founding support from Arnold Ventures and Via, and an ambitious fundraising goal by the end of 2027. CAM is the first national 501(c)(4) focused on transit and safe streets. We have a strong founding board, a clear theory of change, and now we are building our team.

THE ROLE

Reporting directly to the founding CEO, the Development Director will lead CAM's and the CAM Research & Education Fund's fundraising strategy and execution across foundations, corporate and financial-institution partners, and individual donors. This is a high-visibility, high-ownership role at a well-supported early-stage organization with large-scale national ambition, working in close partnership with the CEO and founding board. This person will be responsible for building and establishing the development function, donor pipeline, and supporting systems. The position is designed to grow into a senior leadership role as the organization scales and its fundraising program matures.

WHAT YOU'LL DO

Strategy

- Partner with the CEO to set the fundraising strategy and annual targets across the C3 and C4, including the path to meet the fundraising goal by end of 2027
- Build and manage the donor pipeline across foundation, corporate, and individual prospects, sequencing outreach against relationship strength and capacity
- Translate fundraising goals into measurable KPIs and report progress regularly to the CEO and board
- Contribute to the development of fundraising strategy, including events and other initiatives to drive donor support and giving.

Foundation & Grant Fundraising

- Own the foundation prospecting pipeline, sequencing priority targets and building relationships toward eventual funding
- Draft and manage grant proposals, letters of inquiry, and reporting requirements; track deadlines and compliance
- Develop donor framing (economic competitiveness, safety and access, equity, climate, and accountability for measurable results) calibrated to each funder's priorities and political sensitivities

Major Gifts & Corporate Partnerships

- Cultivate individual major donors and corporate and financial-institution partners, including warm introductions sourced through the CEO, board, and founding partners
- Develop the pitch for financial-institution donors, framing transportation investment as a complement to housing and community-development commitments they've already made
- Prepare briefing materials, one-pagers, and talking points for CEO- and board-led donor meetings

C4 Fundraising

- Build and manage the Center for American Mobility's (C4) independent donor base, maintaining strict legal separation from C3 fundraising activity in messaging, materials, and solicitation
- Identify and cultivate prospects able to fund C4 political and advocacy work directly

Systems & Operations

- Build and maintain the donor CRM and gift-tracking and acknowledgment systems, with an eye toward migrating to a dedicated platform as CAM scales
- Track pipeline activity, moves management, and donor stewardship cadence
- Manage relationships with development consultants, researchers, or grant-writing support as needed

Board & Coalition Support

- Prepare the CEO and board for donor meetings, cultivation events, and fundraising campaigns
- Support board fundraising engagement, including board-led solicitation and stewardship
- Partner with communications on donor-facing content: newsletters, impact reports, and campaign materials

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WHAT SUCCESS LOOKS LIKE AFTER YEAR ONE

- On track toward meeting the fundraising target
- An active foundation pipeline with cultivated relationships at multiple priority funders
- Donor CRM and gift-tracking systems fully implemented
- A growing C4 donor base, with clean C3/C4 separation maintained throughout
- The board actively engaged in fundraising outreach and stewardship

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WHAT WE'RE LOOKING FOR

- 7–10 years of nonprofit development experience, ideally including foundation relations, major gifts, and campaign leadership
- A track record of closing six- and seven-figure gifts and managing complex, multi-year foundation relationships
- Familiarity with 501(c)(3)/501(c)(4) fundraising compliance and comfort maintaining that discipline day to day
- Strong writer, able to produce compelling grant narratives, donor briefs, and cultivation materials
- Comfortable in an early-stage environment: implementing systems and process from scratch
- High EQ and relationship-builder instincts; credible with philanthropists, corporate executives, and political donors alike
- Mission and purpose driven; genuine interest in transportation policy as a lever for economic mobility

Strong candidates may come from:

- Foundation or major-gift fundraising at national advocacy or policy organizations
- Political fundraising and finance (campaigns, PACs, or C4 organizations)

- Corporate development or philanthropy-facing roles at financial institutions
- Development leadership at early-stage or fast-growing nonprofits

WHAT WE OFFER

- A founding-team leadership role building the development function at a well-resourced, mission-driven organization at a pivotal moment in transportation policy
- Direct partnership with the CEO and board; ownership over fundraising strategy from day one
- Committed founding support from Arnold Ventures and Via, plus a dollar-for-dollar match on the next $500,000 raised
- A generous and comprehensive health benefits package
- Remote/flexible, with travel for donor meetings, convenings, and in-person team time; NYC region preferred
- Growth opportunity: as the organization scales, so does the role

HOW TO APPLY

Interested applicants should submit a resume and brief cover letter to jobs@centerforamericanmobility.org