

The Center for Discovery

Harris, NY (Sullivan County)

(this newly created position may be based in New York City)

Senior Major Gift Officer

ABOUT THE CENTER FOR DISCOVERY: The Center for Discovery (TCFD, The Center) is a non-profit organization, designated as a Center of Excellence by the New York State Department of Health and OPWDD. The Center is a major research and specialty center that offers residential, medical, clinical, specialty hospital, and special education programs as well as world-class Music and Creative Arts Therapy, Adapted Physical Education, and a biodynamic agricultural program among other unique services.

Located on 1,500 acres of land in the Mid-Hudson Region less than two hours from New York City, The Center has become a magnet institution where individuals from around the region and world travel to receive highly advanced care and access to [groundbreaking research](#) and treatment for a myriad of complex conditions. The Center has a long history of innovation in curriculum development, program implementation, and assistive technology, leading to significant breakthroughs and life-changing opportunities.

Each year, The Center serves 1,200 children and adults from across New York State and beyond. Growing from 25 employees in 1980 to over 1,800 employees in 2024, The Center is the largest employer in Sullivan County, New York. Throughout 2010 and 2019, The Center for Discovery generated \$1.77 billion of economic impact for the State of New York. The organization's current operating budget is approximately \$175 million with anticipated growth to \$200 million.

THE OPPORTUNITY: A newly created position, the Senior Major Gift Officer (SMGO) is responsible for identifying, cultivating, soliciting, and stewarding major gift prospects and donors to advance TCFD's mission. This individual will build and manage a portfolio of high-capacity donors and prospects, drive new relationship development, and grow the organization's philanthropic pipeline in alignment with institutional priorities.

As a key ambassador of TCFD—a nationally recognized leader in healthcare, education, and research for individuals with complex conditions—The SMGO will connect visionary donors to life-changing opportunities for impact. This position is part of The Center's Strategic Outreach & Partnership Office (SOAP).

In addition to managing a robust portfolio, the SMGO will play a vital role in strengthening and expanding TCFD's overall development programs, including support from individuals, foundations, corporations, and planned giving efforts.

The SMGO reports to the Center's Vice President of Development and collaborates closely with colleagues across development, marketing and communications, and events to advance the organization's fundraising goals.

This is a highly visible role and an opportunity to elevate the organization's public profile and ability to help people with complex disabilities to live their lives to the fullest. The SMGO will accept the challenge to raise significant funds in uncertain times and to expand the base of support over time. He/she/they will join the dedicated team of a nationally recognized organization that serves children and adults from across New York State and beyond.

This position offers location flexibility, with offices in both Sullivan County, NY, and New York City, as well as the option to work remotely. The selected candidate should be prepared to spend time on campus in Sullivan County to engage with staff, experience the mission firsthand, and host donor tours, as well as in New York City to meet with donors, partners, and prospects, and to attend events.

FUNDING: TCFD raises approximately \$12-\$15 million in philanthropic support annually, and the [most recent annual gala](#) generated \$4.2 million from a New York City event with 600 people in attendance including well-known names from the national and international world of the finance, business, the arts, entertainment, and media.

IDEAL QUALIFICATIONS:

- 7-10 years of progressive experience in major gifts fundraising or development.
- Proven record of securing six- and seven-figure gifts from individuals and family foundations.
- Demonstrated ability to identify, initiate, and build relationships with high-net-worth individuals.
- Clearly demonstrated understanding of large, high-profile, complex not-for-profit settings.
- A genuine connection to the TCFD mission.
- Experience in healthcare, education, disability services, or related fields is preferred.
- Experience working with a sophisticated donor base; familiarity with the New York City area philanthropic community.
- Exceptional communication, interpersonal, and presentation skills.
- Ability to maintain strict confidentiality and demonstrate cultural awareness and sensitivity in working with diverse teams.
- Comfortable representing The Center for Discovery at donor meetings, community gatherings, and public or special events.

- Strategic, entrepreneurial mindset with strong initiative, persistence, and follow-through.
- Able to thrive in a fast-paced, high-profile environment with high expectations.
- Willingness and ability to travel regularly to TCFD’s Sullivan County campuses, as well as to New York City and other locations for donor cultivation and special events.

The annual salary range for this position is \$140,000 to \$170,000, commensurate with experience, and may be adjusted based on geographic cost-of-living differentials.

To apply, please [click here](#) or visit howe-lewis.com and click on the “Assignments” tab on the top menu.