

Dear Colleague,

I am reaching out in hopes that you might share an exciting leadership opportunity with your fundraising and development colleagues.

Workshops for Warriors (WFW) is a 501(c)(3) nonprofit organization ([Workshops for Warriors | Rebuilding American Manufacturing](#)) based in San Diego with an annual budget of approximately \$16 million. Founded in 2008, WFW provides Veterans with the technical training, skills, and credentials needed to successfully transition into civilian careers.

WFW is seeking a talented and experienced **Development Officer** to provide leadership for the organization's fundraising and development efforts.

The ideal candidate will bring strong leadership and communication skills, a demonstrated record of fundraising success and donor engagement, excellent relationship-building abilities, and a genuine commitment to the mission and values of Workshops for Warriors.

The Development Officer will play a pivotal role in cultivating and strengthening donor relationships, securing major gifts, overseeing fundraising initiatives, and working strategically with the organization's leadership team to drive sustainable growth and ensure that WFW's programs continue to thrive.

This individual will lead and help build a Development Department that will include positions focused on corporate partnerships, development support, grant writing, and events.

Key Requirements

- **5+ years of experience** in fundraising, development, grants, and/or events
- Bachelor's degree and Philanthropy Studies a plus
- Proven track record of securing major gifts
- Demonstrated success in building and maintaining strong donor relationships
- Ability to develop and implement fundraising strategies aligned with organizational goals
- Excellent written and verbal communication skills
- Proficiency with Salesforce or other CRMS required
- Proficiency with Microsoft Office/PowerPoint, fundraising platforms, and social media
- Strong ability to prepare reports, budgets, proposals, and donor communications
- Exceptional organizational, interpersonal, and relationship-building skills
- Passion for supporting Veterans and advancing the mission of Workshops for Warriors



WORKSHOPS[®]
FOR WARRIORS

2970 Main Street
San Diego, CA 92113
Phone 619.550.1620
Fax 619.550.1621

WFW is pleased to offer a **highly competitive compensation and benefits package commensurate with the experience and qualifications of the successful candidate.**

If you know of an accomplished development professional who may be a strong fit for this opportunity, I would greatly appreciate your sharing this position with them or forwarding this message to your fundraising network.

Thank you for helping us identify the right leader to support Workshops for Warriors and the Veterans we serve.

Warm regards,

Sharon Smith

Sharon Smith, CFRM
Title: Philanthropy and Strategic Partnerships
Email: Sharon@wfw.org
Mobile # +1 (619) 987-8020