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Resource Development Manager - San Diego, CA

US-CA-San Diego

Position P11761 **Category** Fundraising **Type** Full-Time/Regular

Job Summary

The Wounded Warrior Project (WWP) Resource Development Manager manages the resource development fundraising team for a region. The Resource Development Manager develops support for WWP, provides assistance with fundraising events to ensure consistent quality service delivery, and assists with the engagement of supporters, including making presentations to major donors, foundations, corporate partners, and the community about WWP programs and services.

Essential Duties & Responsibilities

- Manage a team of WWP resource development fundraising staff members, mentoring them, developing their skills and abilities, and engaging with them and supporting them to meet fundraising goals and increase support of the WWP mission.
- Develop, implement and support strategies and projects for the resource development fundraising team to drive support from corporate partners and individual donors.
- Provide consistent support to development teams to ensure seamless, consistent, quality service delivery.
- Ensure portfolios are properly balanced for effective moves management.
- Speak to diverse audiences including major donors, foundations, companies, and the community, making presentations to them about WWP programs and services. Develop support for WWP. Communicate the benefits of WWP programs and services, inspiring them to become involved with and support WWP's mission and vision.
- Evaluate the resource development fundraising program to identify continuous improvement opportunities and efficiencies to save donor dollars.
- Inform leadership of status of projects and events in region. Monitor team performance. Collect relevant data, and report results and performance metrics.
- Establish effective working relationships and work collaboratively with WWP teammates across the organization, e.g., Communications, Marketing, Programs, and other Resource Development teams, working cross channels to garner new donors. Directly support leadership of these teams including providing revenue and budgetary development support.
- Travel to meet with existing and prospective donors in support of program objectives.
- Promote a supportive working environment where employees are encouraged to proactively address issues and solve problems.
- Other related duties as assigned.

Knowledge, Skills & Abilities

- Demonstrated understanding of development best practices to achieve Resource Development goals.
- Demonstrated success leading, coaching, and mentoring teams. Proven management skills that foster an open dialog with staff. Team-oriented and a desire to engage with others on day-to-day activities.
- High energy level. Self-starter; willing to take initiative.
- Demonstrated ability to establish credibility, be decisive, influence others, and influence change.
- Strong written and verbal communication skills.
- Strong presentation skills. Confident communicator with demonstrated ability to present information effectively to large audiences, small groups, and individuals.
- Demonstrated understanding of relationship management and partnering. Demonstrated ability to develop and maintain professional relationships.
- Exceptional interpersonal skills. Ability to interact effectively with diverse individuals and build effective working relationships.

- Exceptional interpersonal skills. Ability to interact effectively with diverse individuals and build effective working relationships. Demonstrated emotional intelligence. Ability to respond to sensitive matters with diplomacy and empathy.
- Strong organizational and time management skills. Effectively complete assignments and meet deadlines.
- Demonstrated understanding of budget management and fiduciary oversight principles.
- Ability and dedication to travel in support of WWP programs and services outreach.
- Unequivocal commitment to the highest standards of personal and business ethics and conduct.
- Mission-driven, guided by core values, and a pleasure to work with.

Work Environment/Physical Demands

- May require lifting/carrying items up to 50 pounds

Education & Experience Requirements

- Bachelor's degree. Equivalent combination of education, experience, training, or certification may be considered in lieu of degree.
- Five years of fundraising or sales experience.
- Five years of experience developing and building relationships and partnerships.
- Five years of public speaking experience.
- Three years of staff management experience.

Preferences

- Five years of fundraising experience.
- Two years of experience leading remote, geographically dispersed teams.

Certifications & Licensure

- Valid state-issued driver's license.

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