



# Chief Development Officer



## About Operation Homefront

### Building Strong, Stable, and Secure Military Families

Since 2002, Operation Homefront has been proudly serving America's military families. The organization provides **relief** and **recurring family support** programs and services throughout the year to help military families overcome short-term difficulties, so they don't become long-term hardships. Operation Homefront has consistently earned high ratings from leading charity rating services, including Charity Navigator, which gave Operation Homefront 4 Stars for 11 consecutive years for superior service and accountability. At Operation Homefront, 85 percent of expenditures go directly toward delivering programs and services to the military families who need them most.



Access the full video here: [https://www.youtube.com/watch?v=RgXewCyz\\_50](https://www.youtube.com/watch?v=RgXewCyz_50)





## Mission, Vision, & Values

### Mission

To build strong, stable, and secure military families so they can thrive, not simply struggle to get by, in the communities. our communities, they have worked so hard to protect.

### Vision

Be the provider of choice for short-term financial relief and recurring family support programs to ensure the long-term empowerment, self-sufficiency, and resiliency of military families.

### Values

- **Do What's Right:** Operation Homefront's actions must always reflect the best interests of the military families it seeks to serve.
- **Respect Others:** Recognizing the multiplicative power inherent in a diverse workforce, Operation Homefront places a priority on creating a collaborative, trust-based working environment that values dignity, teamwork, and each individual's contribution to its collective success.
- **Perform With Excellence:** Our troops and their families work tirelessly to protect the freedoms we enjoy daily, and they deserve our very best efforts to support them. To do so, Operation Homefront must stay focused on its mission, be accountable, and strive to exceed expectations.
- **Gratitude:** As a conduit by which Americans are able to show their appreciation for all that our military community does on our behalf, Operation Homefront must reflect this appreciation and be grateful to all who help us accomplish its mission.

### Core Beliefs

- To help our military families in their time of need for all they have done for all of us in our nation's time of need.
- Strong military families make their communities stronger and these strong communities, in turn, make America stronger.



## The Opportunity

### Operation Homefront Seeks a Strategic and Innovative Professional

Operation Homefront is excited to offer a unique opportunity for a dynamic **Chief Development Officer (CDO)** to lead its development efforts. The organization is seeking a visionary leader to establish and implement the strategic infrastructure that will catapult it to unprecedented heights. Imagine being at the forefront of a dynamic team, orchestrating major gifts, spearheading electrifying events, and cultivating key alliances that redefine philanthropic support.

The CDO will play a pivotal role in contributing to the organization's mission. We are looking for a high-level strategic thinker, a strong manager and mentor, who wants to be a part of a team dedicated to making a real difference in the lives of military families.

#### Responsibilities include:

- ❖ Develop and execute a comprehensive fundraising strategy aligned with the organization's mission and goals.
- ❖ Achieve and exceed annual fundraising targets, with a focus on securing major gifts, grants, direct mail campaigns, and corporate sponsorships.
- ❖ Foster a collaborative and innovative team culture that encourages creativity and initiative.
- ❖ Work collaboratively with members of the board and designated committees to keep them apprised of the progress of the development department and fundraising strategies.
- ❖ Supervise two direct reports, setting priorities, managing budgets, providing regular training, coaching, and feedback, and conducting performance reviews.
- ❖ Collaborate with other departments to integrate fundraising goals and initiatives into the overall organizational strategy.
- ❖ Build and nurture a culture of giving within the organization, ensuring that philanthropy is integrated into the fabric of daily operations.
- ❖ Serve as public spokesperson for Operation Homefront to accurately portray the mission to the public and potential donors.



## The Candidate

### Experience and qualifications:

- ❖ A minimum of 15 years of nonprofit fundraising experience preferred with a deep understanding of effective fundraising strategies.
- ❖ A minimum of 10 years of experience in a management role and experience in building and managing effective teams and fostering collaboration.
- ❖ Strong military acumen preferred.
- ❖ Experience with solicitation of major gifts, special events, direct mail, individual giving, and planned giving.
- ❖ Exceptional public speaking skills and the ability to accurately communicate Operation Homefront's mission to the public and inspire potential donors.
- ❖ A desire to elevate the organization's impact, and the passion to provide meaningful change.
- ❖ Extensive experience in donor relations and management, ensuring strong and lasting relationships with supporters.
- ❖ Extensive experience using CRMS and experience with Every Action (now Bonterra) is plus.
- ❖ Bachelor's degree in business administration, nonprofit management or related field. Master's degree preferred.
- ❖ Certified Fundraising Executive (CFRE) preferred.





Submit your application at:

<https://driwaterstonehc.com/position/chief-development-officer-operation-homefront>.

**Location:**

Remote.

**Travel:**

Some travel is required.

**Equal-opportunity Employer**

Operation Homefront provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type on the basis of race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and professional development.

DRiWaterstone has been exclusively retained for this engagement. All first-round interviews for this position will take place via video conference with DRiWaterstone.

**About DRiWaterstone**

DRiWaterstone is a women-founded and led executive search firm recognized by Forbes magazine as one of the leading executive recruiting firms in the U.S. With a focus on purpose and mission-driven organizations, we provide executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.