



LOCAL INITIATIVES SUPPORT CORPORATION

Position Title: Vice President for Development
Reports To: Senior Vice President for Resource Development
Job Classification: Exempt / Full Time
Location: New York, NY or Washington, DC

THE ORGANIZATION:

What We Do

With residents and partners, LISC forges resilient and inclusive communities of opportunity across America – great places to live, work, visit, do business and raise families.

Strategies We Pursue

Strengthen existing alliances while building new collaborations to increase our impact on the progress of people and places.

Develop leadership and the capacity of partners to advance our work together

Equip talent in underinvested communities with the skills and credentials to compete successfully for quality income and wealth opportunities.

Invest in businesses, housing and other community infrastructure to catalyze economic, health, safety and educational mobility for individuals and communities.

Drive local, regional, and national policy and system changes that foster broadly shared prosperity and well-being.

Over the last 38 years, LISC and its affiliates have invested approximately \$20 billion in businesses, affordable housing, health, educational mobility, community and recreational facilities, public safety, employment and other projects that help to revitalize and stabilize underinvested communities. These investments have leveraged more than \$50 billion in development activity and helped families and communities raise their standards of living. LISC investments impact the lives of nearly 7 million Americans.

Headquartered in New York City, LISC's reach spans the country from East coast to West coast in 31 markets with offices extending from Buffalo to San Francisco. Our rural programs make an impact in 44 states, and are supported by LISC's talented and dedicated workforce. Visit us at www.lisc.org

Position Overview:

LISC is seeking a candidate for the position of Vice President for Development. The position will be part of LISC's Development Department and report to LISC's Senior Vice President for Resource Development. This is a new position and will be a key member of the development team. LISC annually raises more than \$50 million in private resources to create opportunity across America. The organization has an ambitious strategic framework for growth and is expanding geographically.

The Vice President for Development will lead the team in achieving the organization's revenue goals and manage the stewardship and engagement of LISC's current partners. S/he will manage a six person development staff. The successful candidate will be analytical, creative, highly organized and collaborate well across departments. S/he will have a strong record of raising significant grants from foundations and corporations, and managing people and systems.

Responsibilities:

The Vice President of Development will be expected to:

Coordinate and manage the LISC development team to assure grant budget and program goals are being achieved, develop annual budget, and advise on program development and strategic priorities;

Lead the development team in developing and implementing an annual comprehensive donor stewardship plan for funders and ensure the execution of action items incorporating national LISC programs and local LISC offices;

Manage and help grow a team of development professionals, provide on-going guidance, direction, and motivation. Delegate appropriately and ensure strong internal communication and coordination;

Oversee the team that is responsible for grant writing, reporting, and management of research, preparation for donor meetings and follow-up and maintenance of LISC's fund development database;

Work closely with communications team to effectively engage donors and publicize key partnerships;

Solicit and secure high-level gifts including immediate focus on 40th benefit event;

Stay abreast of philanthropic trends and ensure that staff is informed of trends and initiatives that might impact giving.

Experience:

- Bachelor's degree from an accredited college or university;
- Minimum of 8 years of successful experience attracting and sustaining major philanthropic funding from foundations and corporations within complex and dynamic mission-driven non-profit organizations;

- Experience managing a team, including managing major gifts programs;
- Experience as an effective communicator who is articulate and persuasive in both the spoken and written word; must be adept at crafting materials and making presentations to a variety of audiences;
- Demonstrated ability to work effectively with, and quickly gain the respect and support of, various constituencies, including a visible chief executive committed to raising money, established development management team, other senior leadership, program directors and donors;
- Commitment to LISC's mission and understanding of current related issues and landscape;
- Ability and willingness to travel.

LISC provides a competitive salary for this position. Excellent fringe benefits are also provided.

Location: NYC or DC based

To Apply: Send cover letter, resume and salary requirements to mriviera@lisc.org with "Vice President of Development" in the subject line.

**LISC IS AN EQUAL OPPORTUNITY EMPLOYER
COMMITTED TO DIVERSITY AND INCLUSION**