



LOCAL INITIATIVES SUPPORT CORPORATION Greater Newark LISC Executive Director Position Announcement

BACKGROUND

Local Initiatives Support Corporation is a national organization with a local focus. Widely recognized as the nation's premier community development intermediary, LISC has a 30 year history of working to strengthen low income urban and rural communities. LISC works with its partners to make communities good places to work, do business and raise children. For more information about national LISC visit www.lisc.org.

Greater Newark LISC has provided significant investments throughout its twenty plus year tenure. It has provided over \$77 million in direct investments supporting in excess of \$300 million of redevelopment work which includes supporting the development of 1,671 affordable homes and apartments and over 375,000 square feet of commercial space. Increasingly the program is active in financing charter schools and encouraging programs to help build family income and wealth.

LISC seeks an Executive Director for its Greater Newark program. The successful candidate will have outstanding leadership and entrepreneurial skills combined with a passion for engaging public and private sector partners in community revitalization efforts in distressed neighborhoods. This leadership position requires an unwavering commitment to the role of neighborhood-based community change. The Executive Director provides leadership and direction in developing and implementing the vision, focus, and strategy for the Greater Newark program. The position has overall responsibility and accountability for the Greater Newark LISC program including direct supervision of a three person staff. The Executive Director reports to a LISC Program Vice President and Local Advisory Committee (LAC). Some travel is required.

About The Position

The Executive Director will lead the program's comprehensive community revitalization strategy. Its focus is to build strong communities by intentionally linking community engagement efforts with investments in affordable housing, family income and wealth building, public safety, quality education and child care, workforce training and development, health care and business assistance. The Executive Director will have major responsibility for securing the financial capital and technical resources necessary to implement a successful local program. Furthermore, the position is responsible for maintaining and expanding private, civic and public partnerships that will support and broaden the ongoing implementation of this work. The position is a key community development leader in the local community. They will be expected to build and maintain a broad base of relationships and partnerships with key corporate executives, foundation leaders, publicly elected officials at the federal, state and local level and local civic and neighborhood leadership. National LISC will provide the Executive Director with significant technical and financial support to advance the local program.

Responsibilities

Undertake and promote local community building and development

1. Articulate a clear and forward-thinking vision for comprehensive, place-based community development strategy and ensure its successful execution, including continuous outreach and engagement to maintain relevancy of the vision.
2. Focus LISC strategies to ensure programs and priorities are value-added to existing community revitalization efforts
3. Build effective partnerships at all levels of local government, corporations and foundations
4. Develop and maintain a shared agenda with all partners to foster and enhance support for community-led neighborhood revitalization activities. Partners include city, state and federal government, cdcs, child care providers, private developers, human service agencies, charter schools, businesses and other partners in neighborhood revitalization.
5. Identify and incorporate best practices for comprehensive community development into local program design and implementation plans.

Obtain private and public sector financial support for Greater Newark LISC

1. Lead responsibility for raising all funds to cover operations as well as programmatic funds with leadership support from the Local Advisory Committee (LAC) and support from National LISC (note: there is no fundraising staff within Greater Newark LISC.)
2. Identify and nurture the leadership of key corporate and foundation entities with resources to advance comprehensive community development agenda.
3. Cultivate and maintain local donor relationships. Coordinate development activities with National LISC and LISC's National Equity Fund (NEF).
4. Pursue municipal, state and federal grants in alignment with Greater Newark LISC's objectives

Expand public communication among key stakeholders

1. Develop and execute a multi-layered public communications strategy, including positioning of Greater Newark LISC as an influential convener and information source
2. Serve as the lead spokesperson for Greater Newark LISC
3. Develop staff and LAC members as LISC ambassadors in the community

Public policy

1. Foster a vision of community revitalization among community leaders and elected officials – local, state and federal level
2. Strategically align LISC with key community development public policy coalitions and issues.

Oversee the management of investments and finances

1. Coordinate the annual planning/budgeting processes in collaboration with the LAC and LISC's regional Vice President and relevant local LISC staff
2. Oversee major investments (including NEF's Low Income Housing Tax Credit and New Markets Tax Credit equity investments) and supervise LISC's financing initiatives to strengthen neighborhood-based capacity and impact
3. Provide performance oversight for LISC's local investment portfolio, including loans, grants and equity investments

Develop the local LISC team

1. Manage the Greater Newark LISC staff by creating an environment that embraces a team approach to innovation, problem solving and continuous learning
2. Maintain working relationships with LAC members, engaging them in local community development policy, advocacy and program strategy as well as fundraising
3. Fully engage core partners about the strategic moves of Greater Newark LISC

The profile of a successful candidate will include:

Experience

- Demonstrated experience in comprehensive community development; and a commitment to that mission
- A “seasoned” leader and change agent with track record of successful formulation and implementation of innovative community development agenda
- Master’s degree preferred in community planning, business, finance, real estate or related field
- Direct experience as an executive director of small or mid-size organization or as a deputy director of a large organization
- Successful and varied private-sector fundraising experience that includes mobilizing internal and external resources for maximum results (i.e. knowing how to close the deal)

Skills

- Strong, effective leadership skills including progressive responsibility in management of people, teams, programs and finances
- Entrepreneurial, innovative and solution-oriented approach when addressing organizational and community issues and challenges; a proven continuous learner
- Financial lending and community investment and/or real estate development skills
- Excellent interpersonal communication skills to facilitate productive, ongoing relationships with a diverse group of individuals and organizations
- Ability to work with diverse constituencies with diverse backgrounds
- Ability to inspire trust and to motivate staff and partners through a balance of integrity and tact.
- Excellent sense of humor

To Apply

LISC offers a competitive salary and excellent benefits. Only resumes and cover letters that are submitted electronically to Candace Green at Cgreen@lisc.org will be accepted. The cover letter should describe what in your background demonstrates the competencies we are seeking and what interests you most about working for LISC.

LISC IS AN EQUAL OPPORTUNITY EMPLOYER COMMITTED TO DIVERSITY & INCLUSION