

LOCAL INITIATIVES SUPPORT CORPORATION
Position Description

POSITION TITLE:	Vice President, Opportunity Zone Strategies
REPORTS TO:	LISC's President / Chief Executive Officer
LOCATION:	LISC Headquarters Office, New York, NY
JOB CLASSIFICATION:	Full Time / Exempt

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 32 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

JOB OVERVIEW:

Oversee the development of LISC's Opportunity Zone strategies for impact investments, including coordination of information to the LISC field and driving marketing initiatives for this program. Assist in identifying and securing grant and capital sources, developing loan products and managing opportunity zone efforts across the LISC enterprise.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

The candidate will play a key role in driving the success of LISC's national and local Opportunity Zone initiatives working closely across all LISC departments and local offices and in close concert with LISC affiliates, the National Equity Fund (NEF) and the New Markets Support Company (NMSC).

Responsibilities will include:

- Steward LISC and affiliates' strategic plans for Opportunity Zone investments and associated lending, policy advocacy, and program activities;
- Guide and support LISC local programs in developing and implementing local investment strategies for fund development. Provide training and guidance to LISC field staff in the development of a pipeline of transactions appropriate for Opportunity Zone investments;
- Build LISC's brand as the leading authority on social impact driven Opportunity Zone investing with activities including participating in conference panels and leading webinars, leading social media outreach, developing and disseminating white papers and educational materials, and market research and product development;
- Assist in securing partners and raising grant and investment capital across the LISC enterprise from investors and philanthropic partners;
- Coordinate LISC's work with cities and states on strategies and programs to ensure that development in Opportunity Zones benefits current residents and creates positive community impact;
- Advise in the development of the lending products for Opportunity Zone investments;
- Other functions as necessary, including the creation of tools/evaluation templates, marketing materials, press releases, other brand building activities, recruiting, and internal processes.
- Performs additional duties as required.

REQUIRED QUALIFICATIONS:

- Bachelor's degree from an accredited college or university is required. MBA highly preferred.
- Minimum of 7-10 years of relevant experience in the finance or consulting sectors.
- Real estate equity investment experience preferred.
- Proven ability to develop a business strategy and implement with success.
- Strong credit and analytical skills.
- Minimum of 25% to 50% national travel is required annually.
- The candidate will exhibit and have a track record to demonstrate the following critical qualities:
 - Comfortable working in an entrepreneurial environment.
 - Self-starter with strong motivation to succeed supported by a committed work ethic.
 - Problem solver with strong analytical framework applied to all business processes.
 - Ability to demonstrate strong impact across many dimensions of the investment process in a condensed time period: business development, industry and business analysis, and effective relationship management.
 - Relationship builder with strong interpersonal skills.
 - Effective communication skills.
 - Organizational discipline and time management skills.
 - Ability to develop, pursue and focus on clear goals.

COMPENSATION

LISC offers a competitive salary and generous benefit package.

To apply, please send a cover letter and resume to vpportunityzone@lisc.org

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