POSITION TITLE:  Sr. Director of Economic Development
REPORTS TO:  Vice President of Rural LISC
LOCATION:  United States
JOB CLASSIFICATION:  Exempt / Full Time

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

Over the last 40 years, LISC and its affiliates have invested approximately $22 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. Headquartered in New York City, LISC’s reach spans the country from East Coast to West Coast in 36 markets with offices extending from Buffalo to San Francisco. Visit us at www.liisc.org

Rural LISC
Rural LISC was established in 1995 and currently serves 92 partner organizations in 45 states and Puerto Rico, comprising a service area of more than 2,100 counties. Our mission statement captures our vision and approach:

Rural LISC believes in rural America. We are committed to providing support for our communities, making them good places to live, work, do business and raise children. We believe that nonprofit community organizations play an essential role in achieving this mission. Rural LISC is dedicated to building the capacity of these groups and increasing their production, by generating resources and investing in their work.

Rural LISC is committed to building the capacity of our community-based partners, particularly in the areas of financial management, leadership, and board and staff development, as well as physical development. We support these strategies through program staff positions that are located in specific geographic territories across the nation. Each program staff position manages relationships and provides technical assistance to a portfolio of established and emerging community-based partners. Our priority programming areas include Access to Capital, Broadband and Infrastructure, Workforce Development, Disaster Resilience, and Place Making.
Rural LISC seeks a seasoned Economic Development Director to lead Rural LISC’s team and oversee the implementation of national and rural economic development strategies, with and through our network of rural community-based organizations (CBOs), CDFIs, and key Rural LISC economic development focused team members. The ideal candidate has a knowledge of community development, workforce development, financial stability, broadband and digital inclusion, small business development/entrepreneurial eco-systems, and skills in building key relationships with both the public and private sectors.

Responsibilities

- Serve as part of the Rural LISC leadership team and provide oversight and management to a staff of 6+ individuals who have primary responsibility for leading, sustaining and expanding workforce development, broadband investments and digital inclusion, data-systems, small business/entrepreneurial development, place-based development and technical assistance initiatives. Support team to meet annual programmatic and performance goals and align work with implementation of the annual work plan. Ensure strategic alignment of economic development strategy across Rural LISC investment pillars.
- Serve as a primary thought leader around rural-based economic development strategy, policy, opportunities and challenges and help cultivate strategic direction and collaborative partnerships as it relates to Rural LISC key investment pillars.
- Identify strategic opportunities for rural investment and expand Rural LISC’s economic development partnerships with national, state and local stakeholders and funders to drive change in rural communities.
- Identify opportunities for public-private partnerships to better leverage existing programs and help foster strategic alignments.
- Manage a portfolio of CBOs/EDOs and provide capacity-building support to collaborate CBOs to position organizations to successfully implement local and regional economic development strategies. Identify LISC resources (internal and external) to strengthen organizational development.
- Support LISC’s economic development fundraising strategy, by identifying and cultivating key public, corporate, foundation and other philanthropic donors. Support the development and writing of funding proposals and reports.
- Work collaboratively with Rural Lending Director to cultivate deals and lending pipeline in alignment with programmatic goals. Assist the lending team as needed and work to foster connections across the One LISC system for more pronounced investment in rural communities.
- Serve as member of external partner working committees across economic development areas including (but not limited to) workforce development, policy, financial capability, and small business development.
- Represent Rural LISC in economic development discussions and meeting obligations (regionally and nationally).
- Provide leadership and support for other Rural LISC Program team members to maximize opportunities to integrate economic development programming within their respective focus areas, including small business supports, workforce, housing, health, or other strategies.
- Work with Vice President, National LISC and other partners to design new economic development initiatives and products and create related marketing and informational materials (in coordination with the communications team).
- Track federal government policy and programs related to economic development and, in collaboration with national and rural teams, formulate strategies to leverage and advocate for policies and programs that affect rural communities. Work with VP of Rural to more fully cultivate a federal rural economic development policy lens.
- Effectively manage and prioritize work in a fast-paced environment, delegate work efficiently, and work collaboratively across the organization.
- Bring visibility to rural innovations and programs within the national LISC structure. Collaborate across the One LISC structure on pivotal programs as needed and as related to economic development investments in rural communities.
• Assist the Vice President and the Leadership team in achieving and exceeding National and Rural LISC goals and objectives.
• Other duties as assigned

Requirements
• Bachelor’s degree from an accredited college or university. *(Master’s preferred)*
• Minimum 10 (ten) years of related work experience in rural economic development or other relevant areas that complement Rural LISC’s work.
• Professional economic development accreditation preferred.
• Direct experience with community based economic development, lending, strategy, and non-profit operational management.
• Familiarity with rural economic development financing programs across a broad range of resources including, regional, state and federal programs, to include USDA, EDA, DOL, SBA, HUD, CDFIs and various tax credit programs. Experience in developing and implementing projects in rural areas utilizing layered financing with local, state and federal programs preferred.
• Extensive knowledge of non-profit program management and organizational development.
• Familiarity and/or experience with asset building, family financial stability, and/or community-based workforce development programs aimed at unemployed/underemployed/underserved low-income residents preferred.
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• Familiarity with infrastructure investment and broadband planning knowledge is preferred
• Proven ability to take a project idea to completion and to creatively solve complex problems. Exceptional strategic thinking and project management skills required.
• The capacity to work on multiple tasks and projects, prioritize a challenging workload, be positive and solution-oriented is critical.
• Ability to work collaboratively with others. Ability to work independently, without constant supervision is a must.
• The successful candidate must have a proven record of accomplishment, be highly motivated, highly skilled and detail-oriented.
• Excellent writing and verbal communication skills are essential.
• Proficient is Microsoft Office Suite. Advanced Excel a must.
• Comfort working on a “virtual” team, collaborating and communicating with staff both in-person and remotely.
• Job Specifications:
• Between 30-40% travel is required when public health mandates permit.
• Competitive salary and excellent fringe benefits provided.

To Apply:
Applicants should send a cover letter and resume via e-mail to: RuralLISC@lisc.org. Please include Economic Development Director in the subject line of your email.

LISC IS AN EQUAL OPPORTUNITY EMPLOYER
COMMITTED TO DIVERSITY, EQUITY, INCLUSION, AND JUSTICE