



**POSITION TITLE:** Vice President, LISC Rural  
**REPORTS TO:** President and Chief Executive Officer  
**LOCATION:** USA  
**JOB CLASSIFICATION:** Full Time – Exempt

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## **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 \$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. Headquartered in New York City, LISC's reach spans the country from East coast to West coast in 34 markets with offices extending from Buffalo to San Francisco. Visit us at [www.lisc.org](http://www.lisc.org)

### **LISC Rural**

LISC Rural works with 85 CDCs and community-based organizations in 45 states and more than 2,100 rural counties across America to develop affordable multi-family rental housing and homeownership opportunities; create and sustain jobs; build family wealth and insure adequate health and educational resources and opportunities are available in rural America.

[www.lisc.org/rural](http://www.lisc.org/rural)

## **Job Overview**

LISC seeks an experienced leader to serve as LISC Vice President, LISC Rural. This position will be leading the LISC Rural team and implementing the Strategic Plan for LISC Rural.

The Vice President will provide the strategic direction and guidance for all aspects of LISC's rural program. The Vice President is responsible for raising private and governmental capital and resources nationally while stewarding existing relationships and cultivating additional value add relationships, specifically outside of the existing complement of funders. The position requires a strong commitment to the role of community-based non-profit organizations as agents of positive community change as well as an understanding of and appreciation for other key public and private partners who can offer additional resources to the work of community development in rural America. The ideal candidate will be able to demonstrate cultural competency working in diverse rural communities; demonstrated experience in creating and implementing impactful programmatic approaches in community, economic and housing development; an understanding of rural lending, development, advocacy and growing organizational capacity. The Vice President reports to the President and CEO and is in close communication with other members of the LISC management team and its national programs and affiliates.

## **Essential Duties & Responsibilities**

### *Program Development*

- Assist and oversee LISC Rural in developing and/or implementing programmatic approaches to meet the goals of the Strategic Plan, to include:
  - Catalyzing economic development through district development, workforce development, Financial Opportunity Centers and small business supports;
  - Deepening relationships with Native American communities; strengthen and leverage our partnerships in the housing sector;
  - Integrate and leverage our partnerships in the housing sector;
  - Integrate health and safety as a priority in programming and investments;
  - Build our role and brand as an industry and advocacy leader;
  - Increase our capital deployment and impact in rural communities
- Working with other programmatic departments at LISC, develop and implement strategies related to safety & justice, sports & recreation, education, and other aspects of a robust comprehensive community development agenda.
- Work with rural partners to build nonprofit and local leadership capacity through training, technical assistance and funding support.
- Cultivate relationships in the tech, broadband and electric coop sectors to broaden LISC Rural's understanding of partnership and investment opportunities within these sectors.

### *Finance and Operations*

- Maximize OneLISC enterprises by intentional coordination of investment strategies;
- Ensure financial sustainability by diversifying and growing revenue sources;
- Align community based investment investments to support LISC Rural strategic priorities;
- Continue refinement of the partnership network.
- Continued reduction of federal resource dependence.

### *Public Policy Leadership and Advocacy*

- Provide leadership on rural community, housing and economic development policy issues nationally, and in some instances at the state level. Advocate on behalf of LISC and the rural network at the federal, and occasionally, federal levels to secure resources necessary to advance a robust comprehensive rural development agenda.
- Establish and maintain effective working relationships at the highest levels of pertinent federal governments as well as in the corporate and foundation sectors.
- Communicate with LISC Rural partners and other advocacy groups engaged in public policy issues.
- Represent LISC Rural at key rural convenings, conferences, boards and other rural stakeholder events, as appropriate.

### *Fundraising and Communications*

- Identify and cultivate leadership from key corporate, government, foundation and other prospective donor sectors who share an interest in rural community development and capacity building.
- Work with National LISC leadership and the LISC Rural team, as well as the Rural Advisory Committee (RAC) to raise sufficient funds annually to support program and project activities, as well as operations.
- Seek out new and creative resource development strategies for LISC and the LISC Rural network of partners.
- Refine, oversee and carry out an effective communication strategy to increase awareness of the impact of LISC Rural and its network of partners.

### *Leadership and Management*

- Manage a staff of 18 to carry out LISC Rural's strategy and operations.
- Continually cultivate and steward a diverse, skilled and broadly representative RAC membership.
- Coordinate strategic and annual planning/budgeting processes in collaboration with the RAC, LISC Rural's Finance and Operations Director and LISC's CEO.

### *Build and Maintain Internal Relations*

- Participate in national LISC leadership structure and meetings.
- Bring visibility to local innovations and programs within the national LISC structure.
- Maximize the use of National LISC resources and expertise in rural America.

Performs additional duties, as required.

### **Minimum Qualifications**

- Bachelor's degree from an accredited college or university in Business Administration, Finance, Economics, Real Estate or related field. Master's degree preferred.
- Ten years senior level management experience in community development or related field.

- Preferred candidates will have experience with community development strategies, including awareness of real estate related resource and capital development strategies utilized in real estate and community revitalization efforts.
- Demonstrated commitment to LISC's community, housing and economic development mission in rural America.
- Demonstrated ability to attract and sustain philanthropic funding.
- Demonstrated experience in shaping affordable housing through development or lending.
- Demonstrated experience in rural community economic development or lending.
- Strong commitment and passion for rural America.
- Demonstrated record of accomplishment in providing leadership for the development of strategic vision.
- Ability to establish priorities that align with a strategic plan and manage multiple agendas and programs effectively.
- Strong oral and written communication skills, including experience speaking publicly in diverse forums.
- Knowledge of rural federal programs and policy.
- Entrepreneurial orientation; ability to seek out creative approaches to community issues.
- Proven ability to work in culturally and ethnically diverse environments.
- Strong interpersonal skills and ability to work effectively with a wide variety of people and organizations, including senior level corporate, philanthropic, public sector representatives and community leaders; ability to inspire trust and to motivate staff and partners.
- Experience building and managing multi-sector partnerships.
- Demonstrated management experience, including staff development, financial management, and office administration. Experience effectively managing remote staff.
- Extensive domestic travel is required.

LISC offers a competitive salary and excellent fringe benefits.

Send **RESUME** and **COVER LETTER** via email to: [vprural@lisc.org](mailto:vprural@lisc.org)

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