



Local Initiatives Support Corporation
Position Description

POSITION TITLE: Program Vice President, Southern Region

REPORTS TO: Executive Vice President

LOCATION: Washington, DC (Flexibility on Location)

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

I. Major Responsibilities:

1. *Overseeing LISC's efforts to expand its geographic footprint across the country, with a particular focus on the South and Southeast. Currently, LISC is launching its presence in the following cities in the South – Greenville/Upstate, SC; Hampton Roads, VA; Memphis, TN, Louisville, KY.; and Dallas, TX.*
 - Oversee market analyses and craft an implementation plan for the launch of these new LISC offices.
 - Recruit and manage a staff to carry out LISC's strategy and operate its programs.
 - Recruit and orient a diverse, skilled and broadly representative local leadership advisory committee (LAC).
 - Develop, lead, and maintain a shared community development agenda through dialogue with local government, state agencies, other private and quasi-public financial institutions and intermediaries, advocacy groups, and community based organizations, and the use of data to inform decision making.

- Develop and implement an impact investing strategy to use LISC's financial resources to catalyze a pipeline of affordable housing, economic development, small business and other real estate projects and catalytic programs.
 - Assist in engaging a wide variety of community partners to determine holistic and integrated programs that will serve targeted neighborhoods in these cities.
 - Cultivate leadership and raise resources from key corporate, foundation and other prospective donor sectors who share an interest in community development.
 - Advocate on behalf of LISC and the policy networks at the local, state and federal levels to secure the tools necessary to advance a comprehensive community development strategy.
 - Craft and carry out an effective communication strategy to increase awareness of the impact of LISC.
2. *Managing portfolio of LISC offices – Greater Washington DC; Richmond, VA; Atlanta, GA; and Charlotte, NC*
- Supervise the strategic direction and guidance for all aspects of LISC's local program activity.
 - Supervise Executive Director and support the hiring of competent and entrepreneurial staff to carry out LISC's strategy and operate its programs.
 - Establish priorities that align with a strategic plan and manage multiple agendas and programs effectively.
 - Support local LISC site to develop a pipeline of community development investments and new programs.
 - Monitor and support fundraising efforts to ensure diverse resource generation.
 - Engage with local advisory committee (LAC) members as key champions of the local markets.
 - Ensure goals and milestones are met.
 - Establish and maintain effective working relationships at the highest levels of local and state government, as well as in the corporate and foundation sectors.
3. *Being the conduit between National LISC and local LISC staff*
- 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 New York City.

II. Required Qualifications:

- Bachelor's degree from an accredited college or university in business, finance, real estate or related fields. Master's degree preferred.
- Ten years senior level experience in community development finance or related field.
- Seasoned manager, including staff development, financial management, and office administration.
- Knowledge of southern markets, including experience working with municipalities.
- Demonstrated commitment to LISC's mission and understanding of community development policies and programs, especially housing and economic development.
- Demonstrated track record in providing leadership for the development of strategic vision.
- Demonstrated ability to attract and sustain philanthropic funding.

III. Critical Qualities:

- Demonstrated experience in shaping capital investment through development or lending.
- 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, understanding of, and experience in community development strategies, including deep knowledge of real estate related resource and capital development strategies utilized in real estate and community revitalization efforts.
- Understanding of community development policy.
- Fluency using and understanding data to inform decision making.
- 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 facilitating relationships within and among various sectors.

IV. Supervision and Compensation:

- The Program Vice President for the Southern Region reports to LISC Executive Vice President for Programs.
- LISC offers a competitive salary and excellent fringe benefits package. Extensive domestic travel is required.

Send RESUMES and COVER LETTERS via email to:

Denise Scott, Executive Vice President
Local Initiatives Support Corporation
fsresumes@lisc.org

No phone calls please.

We thank all applicants for their interest, however only those candidates selected for interviews will be contacted.

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