

DIRECTOR OF DEVELOPMENT

Location: Lincolnshire, IL (In-Office / Hybrid)

Reports to: President & CEO

Employment Type: Part-Time

ABOUT LAKE COUNTY PARTNERS

Founded in 1998, Lake County Partners (LCP) is a dynamic organization committed to driving economic growth, and economic mobility across Lake County. A 501c3 and true public-private partnership, we collaborate with businesses, local governments, and many other stakeholders to implement innovative solutions that enhance the quality of life for residents and strengthen the local economy.

Over the last several years that has meant a lot more than business attraction and retention – though we’ve done that at a record setting pace. Our 2022 Comprehensive Economic Development Strategy (CEDS) identified a number of key initiatives in order for Lake County to remain regionally and nationally competitive. At a high level, it’s focused on being able to attract top talent and maximize our homegrown talent.

Our funding is 40% from the public sector, and 60% from the private sector. Those private sector investors include Fortune 500 companies, banks, utilities, manufacturers and family foundations. In order for us to grow our impact, and do the things the people of Lake County need us to do, we need to expand our investor base and increase our revenue.

POSITION SUMMARY

Reporting to the president & CEO, the Director of Development will work collaboratively across the organization to develop and execute investor development (fundraising) strategies, leveraging new and existing relationships of the organization deliver on annual revenue targets to propel Lake County’s economy forward. Additionally, the Director will be a key liaison with the Board of Governors.

KEY RESPONSIBILITIES

- **Investor Strategy Development:** Create and implement a comprehensive private sector investment strategy that aligns with LCP’s goals and priorities.
- **Cultivation & Stewardship:** Identify, cultivate, and maintain relationships with corporate sponsors, foundations, and grant-making organizations.
- **Board Engagement:** Work closely with the Board of Governors to build relationships, leverage their networks and enhance fundraising efforts.

- **Community Engagement:** Represent LCP in the community by building relationships with key stakeholders and attending networking events.
- **Grant Writing & Management:** Research funding opportunities, prepare compelling grant proposals, and manage grant reporting requirements.
- **Database Management:** Maintain donor records and track contributions using Salesforce.
- **Performance Metrics:** Establish key performance indicators (KPIs) to measure the success of initiatives and ensure revenue goals are met.

QUALIFICATIONS

- **Proven Fundraising Experience:** Minimum of 5 years of experience in nonprofit fundraising, development, or a related field.
- **Relationship-Building Skills:** Strong ability to engage and inspire donors, sponsors, and community partners.
- **Grant Writing Expertise:** Demonstrated success in securing grants from private foundations and government agencies.
- **Strategic Thinking:** Ability to develop and execute fundraising plans that align with organizational goals.
- **Excellent Communication Skills:** Strong verbal and written communication skills, including the ability to craft compelling donor appeals and reports.
- **Tech Proficiency:** Familiarity with MS Office. Experience with CRM tools like Salesforce is a plus (but not required).
- **Bachelor's Degree Preferred:** In nonprofit management, communications, business, or a related field.

WHY JOIN US?

- **Meaningful Impact:** Play a crucial role in securing resources that drive economic mobility especially in communities of need.
- **Collaborative Team:** Be part of a small, impactful team that does great work.
- **Flexible Work Environment:** We value in-office collaboration, and recognize that some work-from-home flexibility can also be effective and convenient. Some team members currently work up to two days per week from home.

- **Work Part Time:** We expect that his role is roughly 25 hours per week.

HOW TO APPLY

Please submit your resume and a brief cover letter outlining your qualifications and interest in this role, info@lakecountypartners.com. Applications will be reviewed on a rolling basis.