



Development Manager (Part-Time)

Location: Lincolnshire, IL (Hybrid Work Flexibility)

Reports to: President & CEO

About Lake County Partners

Lake County Partners (LCP) is the leading economic development organization for Lake County, Illinois. As a 501(c)(3) public-private partnership, we unite businesses, government, education, and philanthropic stakeholders to strengthen our local economy, expand high-quality jobs, and improve economic mobility and quality of life for all residents.

Lake County's future competitiveness depends on our ability to **attract top talent, grow local employers, and unlock opportunities for communities across the county**. We've been doing this at a record-setting pace — and now, we're ready to expand our impact even further.

To do that, we are growing and diversifying our base of private-sector investors — including Fortune 500 companies, manufacturers, developers, family foundations, and high-engagement civic partners. That's where you come in.

The Role

We are seeking a **Development Manager** who will lead our private-sector investor fundraising strategy and deepen relationships across the business and philanthropic community. This is a highly relational, outward-facing role that works directly with the President & CEO and Board of Governors to build the network, partnerships, and revenue that fuel our mission.

This position is **part-time (20–25 hours/week)** and ideal for someone who wants to make meaningful community impact *and* maintain flexibility in their schedule.

What You'll Do

- **Design & Drive Investment Strategy:** Create and execute a long-term investor development plan aligned to LCP's goals and growth priorities.
- **Cultivate & Steward Relationships:** Engage corporate partners, foundations, and civic leaders; serve as a trusted LCP ambassador in the community.
- **Partner with the Board of Governors:** Work closely with board members to support outreach, elevate messaging, and activate their networks.
- **Represent LCP Externally:** Occasionally attend business, civic, and philanthropic events to expand LCP's presence and visibility.
- **Lead Grant Development:** Research opportunities, write compelling proposals, and manage grant reporting and compliance.

- **Maintain Donor Data:** Track commitments and engagement activity in Salesforce to support transparency and performance.
- **Measure Success:** Establish KPIs and track progress toward annual revenue targets.

What You Bring

- At least **5 years of experience** in development, fundraising, business development, relationship management, or a related field.
- A strong ability to build trust and rapport with senior leaders, investors, and partners.
- Proven success **securing financial commitments** — corporate sponsorships, grants, gifts, or strategic partnerships.
- Excellent written and verbal communication skills — especially in crafting persuasive messaging and donor engagement materials.
- Strategic thinking paired with the willingness to *roll up your sleeves* and execute.
- Experience working with CRMs (Salesforce is a plus but not required).
- Bachelor's degree preferred — but we care more about capability, experience, and approach.

Why This Role Matters

The dollars you help secure directly support:

- Economic mobility, job creation and business expansion
- Workforce development, talent pipelines and youth career awareness
- Community economic mobility, especially in areas of need
- Your work will **change the trajectory of families, employers, and communities in Lake County.**

What We Offer

- **Real Impact:** Your work will help shape the economic future of Lake County.
- **Small, Mighty Team:** Work collaboratively in a mission-driven, supportive environment.
- **Hybrid Flexibility:** Several team members currently work up to two days from home.
- **Flexible Part-Time Schedule: 20–25 hours/week** - ideal for balancing family, consulting, or personal commitments.
- The expected compensation range for this **part-time** role is **\$45,000–\$55,000** annually. We encourage candidates with varying backgrounds in fundraising, stakeholder engagement, or strategic relationship building to apply, as compensation will be commensurate with experience.

How to Apply

Send your resume and a brief cover letter explaining your interest to:

info@lakecountypartners.com

Applications will be reviewed on a rolling basis.