



**Fund for Our Economic Future
Director of Regional Engagement
August 2018**

Summary:

The Director of Regional Engagement (Director) reports to the President and is responsible for implementation of the Fund for Our Economic Future's regional engagement strategy. S/he provides leadership on our systemic racial inclusion work, translates *The Two Tomorrows*, our regional Growth & Opportunity (G&O) agenda, into policy priorities, and works with cross-sector groups in local communities to define and implement G&O strategies on the ground. Importantly, a successful Director will be capable of inspiring, empowering and enabling the leadership of others within the Fund and across the region.

About the Fund for Our Economic Future:

The Fund for Our Economic Future is an alliance of funders dedicated to advancing economic growth and equitable access to opportunity for the people of Northeast Ohio by articulating and advancing a regional agenda, empowering a leadership network, and marshalling strategic funding. At the center of our strategy is Growth & Opportunity, an approach to growing the economy in ways that increase opportunities for all people through interconnected, collaborative, cross-sector initiatives that advance job creation, job preparation and job access with deliberate attention to systemic racial inclusion. The long-term vision of the Fund is a Northeast Ohio where a robust, growing economy offers good jobs, residents experience rising incomes, and the ability to access opportunity is not defined by race or ZIP code. More about our Fund can be learned at www.thefundneo.org.

Objective:

The overarching objective of this position is to empower a leadership network to advance our G&O mission. To achieve this, the Director is responsible for our Fund's connections with key stakeholders—from neighborhood-based leaders to regional civic actors to the state of Ohio and beyond, adapting and aligning our strategies to meet

community needs, ensuring our actions are well understood, and driving a persistent focus on systemic racial inclusion.

Supporting objectives include:

- Developing and advancing a community-facing agenda to increase awareness of and drive tangible actions to advance systemic racial inclusion
- Connect our Fund mission to missions of member organizations in the context of their local markets
- Connect with key public, private and civic stakeholders around the region in order to:
 - o Ensure our Fund's work is undertaken in local context
 - o Achieve alignment between our Fund's agenda and local strategies
- Increase awareness about our Fund in order to:
 - o Increase the reputation and credibility of our Fund as a catalyst for economic transformation
 - o Attract aligned support—financial and other support—for the strategies we support
 - o Attract potential members
- Increase shared understanding of G&O in order to increase support of strategies that result in G&O

Key Activities:

- Work with Fund member and staff leadership to set a regional engagement agenda, define goals, identify priorities, and bring forward recommendations for action
- Work with Fund members to help them connect with and mobilize stakeholders in their communities around Fund priorities
- Manage the Fund's efforts (via consultant and/or others) to drive awareness with Fund members, grantees and their networks on the issue of systemic racial inclusion
- Determine how the Fund can best connect its G&O message and initiatives at the neighborhood level
- Work with the Vice President to provide oversight of Fund grants and contracts associated with regional engagement
- Engage one-on-one with community stakeholders who can contribute to effective G&O strategies
- Work with the Director of Communications to execute engagement campaigns around the key issues defined in *The Two Tomorrows*
- Surface opportunities for new cross-sector collaborations and/or initiatives that advance job creation, job preparation and job access

- Present to groups of stakeholders on the Fund and G&O, and its component parts

Critical Capabilities:

Fund “Know-how.” Our Fund has the aspiration to be world class around five capabilities:

- **Building and leveraging Fund networks** - A primary audience for our engagement efforts are our Fund members as they provide the foundation for our work and are the means by which we connect in local communities; our work strengthens the network of Fund members, and our members’ ability to build networks. The Director needs to be:
 - Respected by Fund members
 - Respected as a value-added contributor by other leaders in the community
 - Exhibit a good understanding of local issues and connection to Fund strategy
 - Cultivate strong personal networks throughout communities across the region
- **Understanding and prioritizing complex economic issues** - Effective engagement requires understanding the priorities and motivations of other stakeholders as well as an understanding of what matters and what works within complex systems and complex economic issues. The Director will possess:
 - A deep, but practical understanding of economic issues, including the importance of combatting systemic racial exclusion
 - The ability to compellingly communicate economic concepts to diverse audiences
 - The capability to translate economic issues into policy priorities
- **Building collaborations** - Building effective collaborations is one of the objectives of this job. S/he will build:
 - A deep understanding of the building blocks of collaborations
 - Strong and growing networks at the state, regional, county, local, and neighborhood level
- **Fostering effective new initiatives** - This position is responsible for building support for new initiatives, including:
 - The capability to build support for potential projects among key stakeholders
 - An understanding of how to source and cultivate leadership of new initiatives

- The ability to frame issues, define projects, set goals, and develop practical work plans (working with the Vice President and Director of Civic Innovation and Insight)
- **Leveraging financial resources** - This position is responsible for engaging with potential supporters of initiatives so that they value our work. The Director will have:
 - The ability to translate strong networks into financial support for initiatives (working with the President and Director of Communications)

Attributes we value in all of our staff: We seek to build a caring, high performance culture in which we expect all of our staff to reflect the following professional attributes:

- **Highly collaborative team player**
- **Service oriented**
- **Fearless engagement on the tough issues of Growth & Opportunity, including systemic racial inclusion**
- **Ability to self-manage**
- **Ability to manage and facilitate others**
- **Strong oral communicator**
- **Strong written communicator**
- **Critical thinker**
- **Works well in unstructured environments**
- **Summarizes and synthesizes well**

Contact:

Interested individuals should provide a cover letter summarizing interest and a resume with relevant experience via Carolyn Cleveland at ccleveland@thefundneo.org.