



**THE MIAMI-DADE BEACON COUNCIL, INC.
OPPORTUNITY PROFILE**

About The Miami-Dade Beacon Council, Inc.

The Miami-Dade Beacon Council is the official economic development organization for Miami-Dade County and is seeking a dynamic, high-energy, strategically-focused, metrics driven executive, who possesses strong fundraising expertise, and a successful track record of executing a comprehensive member-investor program, building relationships and a sustainable pipeline.

Miami-Dade County is a remarkable success story. It is one of the most vibrant, cosmopolitan, and dynamic business markets in the world. The Miami-Dade Beacon Council has played a key role in the community's evolution through a strong commitment to marketing, public private partnership among key leaders, and its well-respected, professional staff. Since its founding thirty years ago, The Beacon Council has assisted nearly 1,300 companies, helped create over 65,000 jobs in the community and helped bring \$4.59 billion in new capital investment into the community.

POSITION: **Vice President, Investor Relations**

DEPARTMENT: Investor Relations and Development Department

REPORTING TO: Sr. VP of Development & One Community One Goal

REPLY TO: HR@beaconcouncil.com

Vice President of Investor Relations is responsible for the development, management and maintenance of a sustainable base of private sector investors in The Miami Dade Beacon Council. The Vice President will lead efforts to identify, attract, nurture, service and retain private sector and non-profit investment in The Miami-Dade Beacon Council's mission. The VP will have principal responsibility for managing various organizational initiatives designed to increase the level of long term private sector and non-profit investment.





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Job Requirements Overview

Management Team

- Responsible for managing all programs, activities and services for the Investor Relations Department and is a member of the Beacon Council's Senior Management Team.
- Reports directly to the SVP of Development and One Community One Goal and is expected to contribute input relevant to overarching organizational matters and in part responsible for the development and implementation of the organization's goals, objectives and strategic plans.

Financial Management

- Management and retention of existing investor portfolio
- Primary responsibility for the successful implementation of the \$15 million fundraising initiative.
- Development and implementation of innovative business development strategies for long term sustainability and plans in cooperation with the Management Team.
- Development of sponsorship opportunities and securing sponsors for core Miami-Dade Beacon Council events.
- Strategic development and management of the investor and prospect database.
- Engagement in the community; relationship building with investors and prospects.
- Research and development of new trends in the industry. Leadership and guidance regarding best practices in economic development fundraising.

Minimum Requirements

- Minimum of 10 years of experience in fundraising, for public, private or non-profit organizations. Experience in South Florida is preferred.
- Successful track record of raising in excess of \$1 million in private sector funds in South Florida.
- Minimum 5 years of managerial experience.
- Proven ability to engage high level corporate and community leaders.
- Proven ability to handle a fast-paced work environment, to prioritize and manage multiple assignments and to meet deadlines.
- Motivated self-starter, with an entrepreneurial spirit and a proven adherence to a team-driven philosophy.
- Prior experience with Foundations and Event Management a plus.
- Must have leadership experience with strong negotiating skills and ability to work with senior level management.