

Kevin S. Considine

Summary

A proven leader combining strength for strategic thinking, tactical execution, and superior relationship skills. Consistently demonstrates the ability to solve complex business problems with innovative solutions and effective partnerships. Has built and led teams, both direct and indirect to drive results and navigate change. An accomplished presenter and public speaker.

March 2017 – Present: President & CEO, Lake County Partners, Lincolnshire, IL – Lead a five-person, \$1.5 million 501c3 nonprofit whose mission is to increase the economic vitality for the northern suburbs of Chicago.

- Led the organization to reinvigorate business attraction as a strength, resulting in the best five-year run in its history (2019-2023). Delivered over 4,340 new jobs and \$933 million in direct investment in 2019-2023.
- Developed a public-private partnership, including Metra, to have private sector dollars underwrite express train service, making it more convenient to live in Chicago and work in Lake County – a key challenge to talent attraction and retention.
- Led the development of a new 5-year Comprehensive Economic Development Strategy for Lake County, bringing diverse voices together to identify critical strategies to enhance regional competitiveness and bring inclusive growth to Lake County.
- Joint leader in the creation of the Greater Chicagoland Economic Partnership, the first ever truly regional economic development partnership in the city's history.
- Grew Lake County Partners into a key leadership position within the County and the region as a whole.
- Increased private sector support for the organization to 60% of total income, establishing the highest reserves in company history.

November 2014 – March 2017: Managing Director, Lake County Partners, Lincolnshire, IL – Envisioned and executed the creation of the *Lake County Workforce Ecosystem*, forming groundbreaking partnerships with the Lake County Workforce Development Department, the College of Lake County and other stakeholders, that drove over 600 new jobs in two years. Additionally responsible for the organizations ongoing strategic planning.

- Established innovative business outreach program to identify and address critical marketplace needs, including designing the structure, establishing the vendor relationships and aligning various partners. In year two we migrated four teams across three separate organizations to one single customer-relationship-management platform – arguably the first market in the nation to accomplish this feat.
- Spearheaded this virtual organization to connect over 150 employers with partners to secure qualified talent. This has resulted in beating Kenosha County for a 200-job distribution center, for winning a key business expansion in Gurnee, in attracting a precision medical manufacturer from Cook County and establishing multiple on-the-job-training internships in manufacturing companies in Mundelein, Lincolnshire, Waukegan and more.
- Collected real business intelligence to inform strategic and tactical decision making across stakeholder organizations. The market insights from the outreach program were at the foundation of the Workforce Investment Board strategic planning process, and informed program decisions at the Tech Campus and CLC.
- Based on business intelligence, built a partnership with the College of Lake County to produce the first ever Lake County Engineering Internship Fair, driving incremental revenue and new relationships.

- Served as an effective liaison with civic, business, education and government representatives in Lake County. Built strong relationships at the State, County and Municipal level as well as with other agencies and nonprofits. Became the go-to resource for economic or workforce development issues. Moreover, created and nurtured a meaningful, trust-based relationship with critical organizations across the county.
- Had the vision for data intelligence to be an organization strength. Hired and developed the Business Intelligence position into a significant positive addition to the LCP team.
- Became the organization's primary representative to the community speaking to groups ranging in size from 5 to 250. As a result, raised the overall awareness of the organization in Northern Illinois.

March 2007 – May 2009: Regional Vice President, Sales, Rapt, Inc. / Microsoft, San Francisco, CA – Developed new relationships and predictable revenue streams in online media category for this start-up pioneer in yield management.

- Added critical new clients paving the way for acquisition by Microsoft in March 2008.

January 2004 – December 2006: Vice President, National Sales, Cars.com, Chicago, IL - Built and led a team of ten to sell online display advertising to automotive manufacturers, becoming one of the industry leaders.

- Established a data-driven relationship management process, based on customer, consumer and market data.
- Working with divisions across the company, used consumer behavior to develop innovative new products.
- Produced 40% revenue growth for three straight years, significantly outpacing the industry.

May 2001 – December 2003: Sales Director, Cars.com, Chicago, IL - Built and managed a team of channel managers to sell products to auto dealers nationwide. Helped shape product and business strategy to fuel rapid growth.

- Doubled retail online automotive revenue in two years to over \$18 million, launched 8 new markets.

March 2000 – April 2001: Product Manager, Cars.com, Chicago, IL - Packaged a new technology for sale by direct and indirect channels. Created effective messaging and sales tools. Developed goals and sales enablement strategies. Established a feedback loop and worked with engineering to improve the product based on customer feedback.

- Grew sales 300% by developing a successful sales strategy to accelerate adoption by the sales staff and end users.

January 1999 – February 2000: Training Manager, Cars.com, Chicago, IL

January 1996 – December 1998: Sales and Marketing Manager, Orlando Sentinel Interactive, Orlando FL -

October 1990 – December 1996: Senior Sales Representative, The Orlando Sentinel, Orlando, FL

Volunteer / Board Service

- Partnership for College Completion: Board Member, Secretary, 2019-Present
- Lake County Housing Authority: Commissioner, Vice-Chair, 2017-Present
- Lake Bluff Park District: Commissioner, Board President, 2010-2016

Education

- BA, History, Georgetown University, Washington, DC
- MBA, Crummer Graduate School of Business, Rollins College, Winter Park, FL
- MA, Spiritual Direction, Loyola University of Chicago, Chicago, IL