

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.

November 2014 – Present: 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 CLC to produce the first ever Lake County Engineering Internship Fair, driving incremental revenue and new relationships.
- Significantly advanced the relationship with DCEO through successful collaboration on multiple business attraction projects.
- Serve as an effective liaison with civic, business, education and government representatives in Lake County. Have built strong relationships at the State, County and Municipal level as well as with other agencies and nonprofits. Have come to be seen as a go-to resource for economic or workforce development issues. Moreover, created and nurtured a meaningful, trust-based relationship with the Lake County Workforce Development Department
- 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.
- Displayed strong people/communication skills that have helped LCP continue to improve its reputation. Represented Lake County Partners at various community meetings and make presentations to groups ranging in size from 5 to 250. Demonstrated excellent interpersonal and communication skills both internally and with stakeholders throughout the region.

May 2010 – January 2016: Board President/Commissioner, Lake Bluff Park District, Lake Bluff, IL – Elected Commissioner 2010, named President 2012. Board provides strategy and policy oversight for this \$5 million agency.

- Led agency through strategic plan, first-ever long term capital plan and a successful tax referendum.
- Restructured and significantly reduced debt load, shored up agency finances and helped guide the development of the management team – regaining the trust of the community.

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 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. Established ground-breaking, trusted relationship between editorial and advertising that paved the way for rapid growth.
- Produced 40% revenue growth for three straight years, significantly outpacing the industry.
- As a member of Senior Leadership Team, helped shape overall company strategy and direction.

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 – Led separate teams to train both sellers and customers on new online products. Launched Cars.com sales efforts in over 30 new markets.

January 1996 – December 1998: Sales and Marketing Manager, Orlando Sentinel Interactive, Orlando FL - Launched one of the first online newspapers in the country. Built the first all-digital sales team in Orlando. Drove \$1M revenue.

October 1990 – December 1996: Senior Sales Representative, The Orlando Sentinel, Orlando, FL - Sold newspaper advertising to local businesses. Built relationships with new advertisers. Earned Sales Achievement Award 1994.

BA History, Georgetown University, Washington, DC 1988

MBA, Crummer Graduate School of Business, Rollins College, Winter Park, FL 1996

MA Spiritual Direction, Loyola University of Chicago, Chicago, IL 2014