



## GUN LAKE INVESTMENTS

<b>Position</b>	Director of Business Development
<b>Status</b>	Full time
<b>Salary</b>	Commensurate with experience
<b>Posted</b>	April 11, 2019
<b>Closes</b>	When filled
<b>Other</b>	Broad based business development, marketing, investment diligence and negotiation responsibilities.

Gun Lake Investments (“GLI”) is an Economic Development Corporation, wholly-owned by the Gun Lake Tribe. This forward-thinking entity invests in non-gaming opportunities that enhance the Tribal economy, as well as that of the broader community, while providing financial diversification for the Tribe. There is a focus on non-financial priorities, such as job creation and serving as a strong community partner, as well as generating financial returns, through developing a portfolio of both active and passive investments.

GLI is seeking a Director of Business Development to manage GLI’s marketing, external communication, and investment activities. This position will play a pivotal role in developing key relationships with regional investment professionals, businesses, and community partners that share GLI’s values. They will serve on the internal deal team to support investment activities throughout the entire process, while supporting other company initiatives. While their primary focus will be external, they must also be able to effectively manage a growing team. They will assist the CEO in providing strategic and cultural leadership for the entire organization through business planning, communication, and talent development.

This position will be an integral component of GLI’s growth and strategy execution. It will be necessary to immediately contribute to the organization; thus, candidates should have direct experience with the core functions of this position. The ideal candidate must have a history of personal growth within a demanding organization. There will be a heavy emphasis placed on possessing broad business knowledge and experience, strategy execution, and relationship management skills. The ideal candidate will have previous experience within a financial services or business consulting firm. A bachelor’s degree is required with continued education, combined with five years of related experience.

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**Tasks & Responsibilities:**

- + Lead all marketing, external communication, and business development activities
- + Primary point of contact for external investor and community relationships
- + Source, negotiate, structure, and conduct due diligence for all investment opportunities
- + Develop and manage a network of family offices, private equity firms, and other investment partners
- + Develop investment presentations, board presentations, and investment performance reports
- + Support strategic planning and execution for portfolio investments
- + Provide investment opportunities and recommendations to CEO and board of directors
- + Lead environmental and social governance activities for GLI and its portfolio investments
- + Actively participate in community and industry organizations

**Essential Qualifications:**

- + Bachelor's degree plus continued education
- + Five years of successful experience directly related to tasks and responsibilities
- + Direct experience with private equity, fundraising, and community leadership positions
- + Existing network of relevant relationships (as referenced above) within the region
- + Demonstrated ability to lead multiple private equity investments
- + Proven ability to exceed corporate initiatives and inspire excellence in a team
- + Excellent verbal and written communication; proven presentation skills
- + Ability to problem solve and work with minimal supervision
- + Professional appearance and demeanor
- + Ability to meet the requirements listed under "Working Conditions and Physical Requirements"

**Working Conditions and Physical Requirements:**

- + Must be able and willing to work within both an office environment and within GLI's operating subsidiaries. This position may require working hours outside a typical workday.
- + Position requires bending, standing, walking and repetitive use of hands and arms the entire workday.
- + Must be able to lift 10 pounds frequently and up to 50 pounds occasionally.
- + Must be able to work a minimum of 45 to 60 hours a week; sporadically, work hours may exceed 60 hours. Frequent travel may be required.
- + Must have reliable transportation and the ability to be on call 24 hours a day.
- + Must manage multiple projects at one time and handle frequent interruptions.

**Native American Preference:**

GLI follows Native American Preference in accordance with Chapter 2, § 2 of the Gun Lake Labor and Employment Rights Ordinance

**Submittals:**

If you are a great fit for this position and are interested in discussing this opportunity further, please submit the following:

- + Cover Letter
- + Resume

Thank you in advance for your interest. Please submit materials to [afalcon@gunlakeinvestments.com](mailto:afalcon@gunlakeinvestments.com).

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