



Job Title: President & CEO	Supervisory Responsibility: Yes
Reports To: Board of Directors	Date of Position Description: 11/01/2016
I. Position Summary	
<p>Provides overall leadership and strategic direction for the Kentucky Lottery Corporation (KLC) to maximize revenue for the Commonwealth of Kentucky while operating the business within a framework of public accountability.</p>	
II. Major Duties and Responsibilities	
<ul style="list-style-type: none"> • With the assistance of, and input from, the Board of Directors, KLC management, representatives of state government, lottery industry representatives, and other sources of trend information, oversees the development and implementation of the strategic plan to achieve the KLC mission and vision. • Directs business activities, develops organizational policies, and provides leadership to coordinate operations between divisions and departments in the achievement of organizational objectives. • Maintains positive relationships and an active communication program with board members, the Governor, selected executive branch leaders and the General Assembly to ensure company objectives and activities are congruent with the goals and objectives of all stakeholders. • Directs the planning and implementation of the Lottery's administration and finance programs to follow the state's procedures and policies within the following major functional areas: procurement, general accounting procedures, budget development, and monthly and annual reports to the Governor and General Assembly. • Plans, develops, and implements policies, programs, and objectives of KLC based on board directives, the corporate charter, and strategic goals. • Leads, manages, evaluates and develops executive staff members to ensure that company objectives are met or exceeded, and future potential is maximized. • Stays abreast of current industry trends, changes in products and technology, changes in state and federal legislation, and current business practices and strategies to ensure sustained superior business results over time. Understands the unique structure of the lottery. • Serves as KLC's primary representative for lottery industry business, professional, civic and community organizations. Such responsibilities may be delegated to other members of the senior management team at the discretion of the President & CEO. 	
III. Core Competencies	
<p>The following behaviors have been identified as critical to President & CEO role at KLC:</p> <ul style="list-style-type: none"> • Adhering to Principles and Values • Analytical Thinking and Problem Solving • Collaboration and Relationship Building 	

- Coping with Pressures and Setbacks
- Deciding and Initiating Action
- Entrepreneurial Thinking and Business Innovation
- Formulating Strategies and Concepts
- Persuading and Influencing / Relating and Networking

IV. Position Requirements / Qualifications

A. Education / Accreditation /Licensure

Required:

Bachelor degree in Business or Public Administration with an emphasis in Management, Marketing, Finance, Accounting or related area

Preferred:

MBA, MPA, Juris Doctor or other advanced degree or certification

B. Experience

Required:

- Minimum of seven to ten years of progressive senior level management responsibilities including leading senior level leaders
- Strong financial and fiscal acumen; Experience with budget preparation/development, analysis, and reporting
- Organizational leadership experience; oversight of complete operations and evaluate overall organizational success
- Broad functional business background to include direct oversight of a variety of functional areas
- Demonstrated success in achieving positive bottom line results
- Oversight of statutory compliance; high level of public accountability
- Leadership integrity: Proven track record of honesty, transparency, and ethical decision making skills.
- Outstanding communication skills including presentation skills, public speaking, consensus building and relationship skills. Ability to develop relationships and represent KLC effectively with various stakeholders from diverse backgrounds.
- Strategic planning skills and experience.

Preferred:

- Marketing, retailing and sales experience
- Management experience in the lottery or gaming industry

If interested in this vacancy, please contact Lori Fain at LFain@olivergroup.com