

Connecticut Lottery Corporation

President & Chief Executive Officer Position

**Open To:** The Public

**Closing Date:** April 15, 2017

The Connecticut Lottery Corporation (hereinafter, the Corporation), a State quasi-public agency, is undertaking a search and invites applications for its President & Chief Executive Officer (CEO) position. Under the direction of the Board of Directors, the President & CEO oversees the operation and management of the business and affairs of the Corporation. He/she provides leadership and guidance in developing, communicating and implementing the Corporation's strategic plan and revenue-raising mission. Additionally the President & CEO:

- Ensures that the lottery continues to operate with integrity and for the public good, maximizing net lottery revenue while directing efforts to promote the responsible play of lottery games.
- Responsible for fiscal management, program management, operational/administrative management, sales, marketing, game development and strategic planning.

**Required Qualifications**

The President & CEO must have a history of and a demonstrated track record of effective management of an organization of similar size and complexity (public, private, non-profit).

Additional qualifications include:

- Capable of operating in a transparent and constructive manner while managing relationships with the board, staff, legislators, the Governor and State agencies, regulators, vendors and other partners, the press and other external parties.
- Possess a strong financial and management background, demonstrated leadership ability, excellent communication skills including presentation and public speaking skills, strategic planning skills and fiscal management skills.
- Knowledge of the lottery industry and government procurement policies is a plus.

**Education:** A college degree is required. An advanced degree is a plus in a related field such as business administration, public administration or law.

**The Organization:**

The Connecticut Lottery Corporation was created by the State to generate revenue for the State of Connecticut's general fund. Since its inception, the lottery has delivered more than \$8.5 billion to the State of Connecticut for valuable programs and causes. This financial success reflects sound business planning and a commitment to integrity. In fiscal year, 2015 the Connecticut Lottery Corporation achieved sales of \$1.144 billion returning a record of \$319.7 million to the state's General Fund. Players won \$707.7 million and payments to retailers were \$64.27 million. For the fiscal year ending June 30, 2016, sales were \$1.23 billion with another record return of \$337.5 million to the General Fund. The Connecticut Lottery Corporation partners with nearly 2,900 retailers who sell tickets; and the revenue they earn from the sale of lottery products works to keep their profits and workforces stable. For additional information visit the website at: [www.ctlottery.org](http://www.ctlottery.org).

**SPECIAL APPLICATION INSTRUCTIONS:** E-mail resume and cover letter to the Corporation's search consultant: Hope Johnson, President & CEO, Pyramid LLC at: [hope@pyramidsearch.com](mailto:hope@pyramidsearch.com)

The Connecticut Lottery Corporation is an affirmative action and equal opportunity employer.