

Jay Vincent

Founder at Vincent Endeavors, LLC

Chicago, IL, US

Outreach and Stakeholder Engagement Strategist

Biography

Jay Vincent is a management consultant who advises organizations and businesses on effectively engaging the public and their stakeholders in a world transforming from enhanced connectivity. His core expertise is developing online and offline stakeholder engagements programs for businesses and organizations who must convert key organizational and external stakeholders into meaningful and persuasive advocates. More than anything, he is an Outreach Expert.

Throughout his career, Jay, has managed campaigns of many types for political candidates, political parties, corporations, associations and organizations. He has worked for clients across nearly a dozen different industries. Today, he leads at the intersection of business, government and technology, helping clients develop business solutions to navigating the challenges posed by a more active public and stakeholders.

He is a lifetime member and alumni of the American Council of Young Political Leaders having served as delegate to Taiwan and as lead facilitator and representative of a USAID funded program in Moldova for a 14 – Nation Eastern European Young Political Leaders Conference. He was also honored to serve as the delegate escort for the U.S. to China 2010 trip.

Jay is a graduate of Marquette University and the Les Aspin Center for Government Studies. He also holds a Masters in Business Administration degree from the University of Notre Dame's Mendoza College of Business which recently awarded Jay, the Recent Alumnus Service Award for his work in creating Notre Dame's Conversations on Leadership and Ethics program. He sits of the Board of Governors for the 100 Club of Chicago.

Jay is married to Kelly and lives in Chicago with their children Jack and Vivienne along with his dog Maggie.

Availability

Keynote, Moderator, Panelist, Workshop, Corporate Training

Industry Expertise

Energy, Real Estate Dev/Ops

Areas of Expertise

Stakeholder Engagement, Dealing With an Angry Public

Affiliations

National Solid Waste Management Association, Solid Waste Association of North America, International Conference of Shopping Centers, American Council of Young Political Leaders, Urban Land Institute, The American Association of Political Consultants, Association of Management Consulting Firms

Sample Talks

Dealing with Controversial Real Estate Development

Controversy surrounds even the most simple of development projects. More than ever stakeholders are engaged in the permitting process meaning a more difficult time getting to yes. Developers need strategies and tactics to help them succeed. This talk focuses on getting past controversy to YES.

Event Appearances

Dealing with Opposition to Real Estate Development

CLE International: Land Use Law Conference

Engaging The Public Through the Lens of the Advocacy Pyramid

SWANA: WASTECON 2012

Community Viewpoints Impacting the Industry, Updated Data

WASTE EXPO 2012

Elevating Design Through Public Involvement and Politics: Is it Possible?

Urban Land Institute Fall Meeting 2011

Building Vocal Advocates for Transportation Projects

Transit Alliance of Middle Tennessee: Citizen Transit Academy

Using the Advocacy Pyramid for Transportation Projects

Transit Alliance of Middle Tennessee: Citizen Transit Academy

Dealing With Growing Opposition To Wind Power

American Wind Energy Association: Windpower 2011

Education

University of Notre Dame - Mendoza College of Business

MBA Strategy and Management

Harvard Business School

Certificate Leading Professional Services Firms

Marquette University

BA Political Science

Holy Cross College
AA Politics

Harvard University | Massachusetts Institute of Technology
Certificate Dealing With an Angry Public

Accomplishments

Recent Alumnus Service Award

The Office of Graduate Alumni Relations of the Mendoza College of Business at the University of Notre Dame, awarded me the 2012 Recent Alumnus Service Award for his efforts in forming and managing ND Conversations on Leadership and Ethics (NDCLE), a Chicago-area alumni organization. Each year, the award is presented to MBA and EMBA alumni who have graduated in the past seven years and have made significant contributions to the Mendoza community.

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