

Vice President, Lending
National Community Investment Fund
Chicago, IL

ABOUT NATIONAL COMMUNITY INVESTMENT FUND

National Community Investment Fund (NCIF) is an impact investor and national nonprofit Community Development Financial Institution (CDFI) formed in 1996 with a mission to increase access to responsible financial products and services in underserved communities. Total assets under management at NCIF are around \$200 million, including \$180 million of New Markets Tax Credits (NMTC) allocations outstanding. To support our growth initiatives, we have launched a \$35 million Credit Strategies Fund with new debt capital of \$15 million. NCIF is the largest investor in CDFI & MDI banks with investments in 19 institutions nationwide. NCIF achieves its mission via 3 complementary business lines:

- **Equity Investing in Mission Oriented Financial Institutions:** We support depository institutions with equity, debt and deposit investments with more than \$40 million invested in and lent to 50+ financial institutions since inception.
- **New Markets Tax Credits:** We have received \$326 million in NMTC allocations and are deploying it into real estate, operating companies, health care facilities, schools, other nonprofit and for-profit impact-oriented businesses.
- **Lending:** With the launch of the Credit Strategies Fund, we will make/purchase loans in partnership with CDFI Banks and other mission-oriented partners to finance socially impactful commercial real estate projects that benefit underserved communities.

Impact measurement is the core foundation of NCIF's Theory of Change and supports all of our business lines. We help investors and other stakeholders place equity, debt, deposits and grants to meet their programmatic and geographic focus areas. NCIF pioneered the use of Social Performance Metrics (see www.bankimpact.org and www.BankImpactmaps.org) and is developing a cloud based core data platform to support data analytics.

This is a full-time position located in Chicago, IL. For more information on National Community Investment Fund please visit www.ncif.org/.

THE OPPORTUNITY

NCIF is looking for a Vice President, Lending to join its growing fund management team to build on its lending and investing efforts. The Vice President, Lending will be responsible for the following in conjunction with NCIF Team members:

- Originate, structure, underwrite, and close a pipeline of low-risk, high-impact commercial loans. Such loans may utilize NMTC or other government programs (for example, guaranteed by Small Business Administration, Bureau of Indian Affairs, US Department of Agriculture) and/or in participation with NCIF Network partners.

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- Deploy NCIF NMTC allocations in real estate and business operating loans (individually or via small business funds).
- Prepare credit memoranda, close and asset manage from inception to exit.
- Represent NCIF externally with potential and existing partners, as appropriate.
- Serve as a mentor to junior members of the NCIF team around both technical credit skills and more intangible partnership skills.
- Along with other members of the NCIF team, assist in raising private capital, preparing grant applications for the CDFI Fund NMTC and Financial Assistance programs or other grant programs, as needed.

CANDIDATE PROFILE

The Vice President, Lending will have a deep passion for improving the communities and people around them and a belief in the power of capital to catalyze change. The ideal candidate will also possess the following skills:

- Passion for community and economic development
- 10+ years total experience with 5+ in lending, credit risk management and/or investment banking (for example, public finance, debt capital markets, real estate finance); experience in a bank or a nonbank CDFI will be a strong positive.
- Strong credit, structuring, underwriting and portfolio management skills.
- Experience with commercial real estate and commercial lending including loan participations and co-lending with other banks would be a strong positive.
- Experience structuring and closing complex financial deals with multiple funding sources and partners will be a positive.
- Knowledge of and experience with NMTC structures, structuring loans through government programs, public finance and other CDFI Fund programs (FA, Bond Guarantee, Capital Magnet Funds, etc.) will be a plus.
- Self-starter with the ability to form strong working relationships both internally and externally by demonstrating transparency and honesty to build relationships and collaborate with NCIF Network partners.
- Flexibility and an ability to think creatively about how to increase the impact of both NCIF and our partners.
- A growth mindset, an excitement about building the business and an entrepreneurial approach to the ways in which that growth might occur.
- Ability to represent NCIF externally as a relationship manager and inspire respect and trust.

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CONTACT

Erin Reedy and Alicia Salerno of Koya Leadership Partners have been exclusively retained for this search. To express your interest in this role, please submit your cover letter and resume materials [here](#). All inquiries and discussions will be considered strictly confidential.

National Community Investment Fund believes deeply that diversity is an asset to, and of, the organization and strongly encourages applications from people of color, persons with disabilities, women, and LGBT applicants.

ABOUT KOYA LEADERSHIP PARTNERS

Koya Leadership Partners is a retained executive search and human capital consulting firm that partners exclusively with mission-driven clients, institutions of higher education and social enterprises. We deliver measurable results, finding exceptionally talented people who truly fit the unique culture of our clients and ensuring they have the strategies to support them. For more information about Koya Leadership Partners, visit www.koyapartners.com.