



We are seeking a Commercial Loan Originator for the New Markets Support Company (NMSC), an affiliate of the National Equity Fund, Inc. (NEF). New Markets Support Company (NMSC) delivers creative financing solutions to expand economic opportunity and empower underserved communities across the country. We increase access to capital by tailoring our products and services to meet the needs of our clients and partners.

The Commercial Loan Originator is responsible for identifying business and commercial real estate lending opportunities for a variety of NMSC loan products, which may include, but are not limited to loans in rural communities and subordinate small business loans.

**Essential Duties:**

- Originate business and commercial real estate loans with focus on long-term project viability and generation of significant community impacts.
- Reach out to business and commercial real estate loan referral sources to solicit lending opportunities.
- Evaluate potential business and commercial real estate lending opportunities to determine if they meet the loan product underwriting requirements, in terms of loan-to-value, debt service coverage ratios and other key criteria.
- Drive workflow from inception to closing process, working with underwriters to structure and negotiate terms and agreements.
- Serve as the liaison between potential borrowers, NMSC underwriting and closing staff.
- Effectively communicate and manage relationships with fund financial partners. Explain underwriting criteria and processes, elicit marketing assistance and collect quality information from borrowers.
- Participate in outreach strategies for various LISC or fund financial partner markets and, where applicable, work in conjunction with local LISC program staff to understand LISC priorities and important relationships.
- Assist in monitoring projects through construction and lease-up and in processing disbursements related to the developer fee payment.
- Maintain relationships through excellent customer service. Where applicable, participate in marketing efforts in LISC communities to establish relationships with potential borrowers and referral sources.

The ideal candidate will have an undergraduate or graduate degree in business, real estate, economics or finance. Minimum seven years' business and commercial real estate lending experience, including extensive originations, credit and structuring experience. Prior experience with impact investing, tax credits or SBA a plus. Skill sets must include superior oral/written communication; ability to work independently and on numerous projects at the same time, strong analytical abilities and proficiency in Excel, motivated by a production/results driven incentive plan, demonstrable knowledge of working in rural areas and low-income geographies and communities. Minimum travel of 25% required.

We offer a competitive salary, along with a comprehensive benefits package. Submit resume and cover letter with salary requirements via fax to (312) 360-0804, email to [rhall@nefinc.org](mailto:rhall@nefinc.org), or mail to The National Equity Fund, Human Resources Department, 10 South Riverside Plaza, Suite 1700, Chicago, IL 60606.

**NEF/NMSC ARE AN EQUAL OPPORTUNITY EMPLOYER**