

Vice President- Structured Finance



NATIONAL EQUITY FUND, INC. is a leading non-profit syndicator of Low-Income Housing Tax Credits (LIHTC) with a mission to create and deliver innovative, collaborative financial solutions to expand the creation and preservation of affordable housing. We strive to be a diverse, equitable, and inclusive place to work so that our team has the experience and knowledge to effectively support our partners and communities.

OVERVIEW

The Vice President – Structured Finance will originate, structure, and negotiate preservation and workforce housing investments and loans. Responsible for structuring transactions consistent with investor expectations, ensuring long-term project viability, and meeting the National Equity Fund's (NEF) vision. Successful in working independently and collaboratively across departments to structure and negotiate transactions. Seeking candidates in the mid-west and east coast regions.

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ESSENTIAL DUTIES

- Responsible for increasing NEF marketing efforts related to preservation and workforce housing loans and investments. Coordinate marketing efforts with NEF's regional LIHTC and Preservation originations staff. Establish new relationships with nonprofit and for-profit affordable housing developers. Maintain relationships through excellent customer service and utmost professionalism.
- Market to sponsors nationally, including attendance at and/or serving as a presenter at relevant housing conferences, meetings, and forums. In partnership with the MD of Structured Finance, serve as a key external contact at NEF for preservation and workforce housing initiatives.
- Lead originator for affordable housing projects seeking bridge financing as identified by Manager and for workforce housing projects seeking investments and loans from NEF. Identify complex credit issues and review business terms with the developer to develop a viable, sustainable, affordable preservation or workforce housing property.
- Structure affordable and workforce housing transactions according to NEF-established underwriting guidelines and pricing parameters. Work through structuring issues with the VP of non-LIHTC initiatives and credit issues with NEF credit staff. Prepare letters of interest for approved project transactions.
- Analyze a project's income structure, operating expenses, and debt service requirements, as well as review market studies, and the developer's financial and development capacity.
- Exhibit fluency or capabilities to attain fluency concerning the NEF workforce housing and preservation investment proforma and underwriting model, including understanding investment fund parameters and requirements.
- Mentor and guide the Structured Finance Analyst and Senior Loan and Operations Officer to transfer knowledge and best practices to encourage professional development and growth.
- Prepare and present real estate transactions to fund investors for feedback and input in conjunction with Supervisor or NEF Investor Relations staff.



THE IDEAL CANDIDATE

- Undergraduate or graduate degree in business, economics, urban planning, or finance.
- Minimum of 8—10 years' experience in underwriting and structuring real estate projects and prior experience with affordable housing loans or investments.
- Ability to work independently and effectively on numerous projects simultaneously.
- Strong analytical skills and proficiency in Microsoft Office programs, including Excel, Word, and other relevant applications.
- Strong communication skills, both written and verbal.
- Ability to explain complex financing structures to developers, stakeholders, funders, and other related audiences.
- Strong background in structuring complex real estate transactions and working with nonprofit and for-profit developers.
- Demonstrated experience underwriting acquisition or non-LIHTC real estate transactions and growing business relationships.

ABOUT NATIONAL EQUITY FUND

National Equity Fund, Inc., is a leading nonprofit Low-Income Housing Tax Credit (LIHTC) syndicator and pioneer in affordable housing with a mission to create and deliver innovative, collaborative financial solutions to expand the creation and preservation of affordable housing. Through its diverse multi- and single-investor funds, NEF generates opportunities rooted in its vision that all individuals and families across the country have access to stable, safe, and affordable homes that provide a foundation for them to reach their full potential. Since being founded by the Local Initiatives Support Corporation (LISC) in 1987, NEF has invested more than \$18 billion, which represents 200,500 new affordable homes for individuals, families, and communities in need across the country. NEF is Chicago-based and has donated more than \$200 million in grants to support LISC's nationwide community development work. To learn more about NEF's impact, innovative financial solutions, and opportunities, visit www.nefinc.org.

We offer a competitive salary, along with a comprehensive benefits package.
NEF IS AN EQUAL-OPPORTUNITY EMPLOYER

