



Vice President, Originations (East Region)

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.

OVERVIEW

The Vice President of Originations (East) will represent NEF and manage the production workload in the designated region. They are responsible for structuring transactions in a manner consistent with Investor expectations, ensure long-term project viability and meet NEF's mission. Successful in working independently and collaboratively across departments to structure and negotiate transactions.

APPLY NOW

ESSENTIAL DUTIES

- Secure low income housing tax credit investments in the designated region at levels as established by the Regional Managing Director and Chief of Production.
- Ability to issue and successfully negotiate letters of interest with sponsors.
- Work closely with investor relations and capital markets colleagues to successfully identify and secure investor interest in LIHTC transactions.
- Responsible for NEF marketing efforts in the designated region. Maintain existing and establish new relationships with non-profit and for-profit low-income housing developers, funders, lenders, and state allocating agencies in designated markets.
- Serve as the external face for NEF, including attendance at and/or serving as presenter at State and other relevant housing conferences, meetings, and forums.
- Provide Regional Managing Director with a business plan for the designated market, determining optimal marketing strategy, and executing said business plan to achieve production goals.
- Possess strong knowledge of complex real estate underwriting, Section 42 requirements, various state tax credits, Historic Tax Credits, energy credits, project-based rental subsidies and vouchers, and relevant tax topics and issues including minimum gain and grant structures.
- Structure LIHTC transactions according to NEF established underwriting guidelines and pricing parameters. Work through credit issues with the Regional Managing Director. Must be able to analyze a project's income structure, operating expenses, debt service requirements, market studies and a developer's financial and development capacity.
- Establish fluency with respect to the NEF investment proforma and underwriting model, including an understanding of investment fund parameters and requirements.
- Work and coordinate with NEF staff in other departments (including but not limited to project management, asset management, asset operations, and reporting) in managing and resolving issues with projects in the designated geography.
- Maintain investment pipelines in NEF's proprietary database.
- Provide information to Regional Managing Director and colleagues as needed to meet requests from other departments including but not limited to fund management, accounting, investor relations, etc.

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- NEF originators must have the ability to effectively manage and leverage affiliate stakeholder relationships in the designated region. This may include participation in affiliate or partner meetings or providing trainings for affiliate or partner staff and their clients.
- Mentor and provide guidance to the originations analyst to transfer knowledge and best practices to encourage professional development and growth.
- Other duties and special projects as assigned by the Regional Managing Director.

THE IDEAL CANDIDATE

- Undergraduate or graduate degree in business, economics, urban planning or finance preferred.
- Minimum of 5-10 years' experience in underwriting and structuring real estate projects.
- Ability to work independently and effectively on numerous projects at the same time.
- Strong analytical skills and proficiency in Microsoft Office programs, including Excel and Word and other relevant applications.
- Strong communication and presentation skills, both written and verbal.
- Possess excellent customer service skills and conducts oneself with utmost professionalism with colleagues and with external stakeholders.
- Ability to explain complex financing structures to developers, stakeholders, funders, and other related audiences.
- Prior experience with affordable housing loans or investments and knowledge of state and local programs a must.
- Strong background in structuring complex real estate transactions.
- Demonstrate experience in underwriting LIHTC transactions and growing business relationships.

ABOUT NATIONAL EQUITY FUND

National Equity Fund, Inc. (NEF) is a leading non-profit, multi-family, affordable, real estate investment manager with a mission to create and deliver innovative, collaborative financial solutions to expand the creation and preservation of affordable housing. Through its Low-Income Housing Tax Credit (LIHTC) syndication platform and its lending and investing platforms, NEF generates opportunities rooted in its vision that increased access to affordable housing empowers every individual and family to reach their full potential. Since being founded in 1987, NEF has invested nearly \$30 billion, representing approximately 275,000 new or preserved affordable homes for individuals, families, and communities in need across the country. NEF is Chicago-based and has donated more than \$280 million in grants to support its affiliate 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