

Head of LIHTC Originations

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 Head of LIHTC Originations is responsible for the overall leadership, strategy, and performance of NEF's national LIHTC originations platform. This role oversees regional and specialty LIHTC originations teams, drives national developer relationship strategy, and ensures alignment between production goals, investor needs, and organizational priorities. The Head of LIHTC Originations ensures consistent execution across markets, and represents NEF as a senior leader within the LIHTC industry.

APPLY NOW

ESSENTIAL DUTIES

- Lead, manage, and mentor a national team of originators across regional and specialty product teams.
 - Foster a high-performance, collaborative mission-driven culture across the originations team
 - Mentor and develop originations professional at all levels, including succession planning for future organizational leadership
- Develop and implement national and regional originations strategies aligned with NEF's production goals, investor demand, and market conditions.
- Oversee creation of annual business plans for each region, incorporating LIHTC, state credit, agency, and other relevant capital products.
- Partner with the Chief Production Officer to align originations strategy with NEF's broader organizational objectives and annual production targets.
- Establish and maintain NEF's origination policies, procedures, and performance standards.
- Drive national developer relationship strategy, ensuring NEF maintains and grows relationships with top developers and identifies emerging partners.
- Provide strategic guidance on deal structuring, pricing, and competitive positioning to maximize NEF's ability to win and execute transactions.
- Support expansion into new markets, product types and financing structures, where appropriate.
- Serve as a senior decisionmaker on project selection, pipeline prioritization, and new business opportunities.
- Oversee the NeighborWorks origination's function and ensure alignment with NEF's broader production strategy.
- Partner closely with Structured Finance and Capital Markets leadership to align relationship strategies, enhance cross-functional product knowledge, and coordinate cross-selling initiatives.
- Work closely with Investor Relations and Capital Markets leadership to match developer opportunities with investor needs and fund strategies
- Collaborate with the Head of LIHTC Production Operations to ensure operational processes, staffing, and systems support originations strategy and execution.
- Partner with Underwriting, Asset Management, Legal, and other internal teams to ensure smooth deal execution and consistent application of NEF standards.
- Oversee NEF's national marketing strategy for originations, ensuring regional input and consistent messaging.
- Represent NEF externally at national and state housing conferences, industry events, and key stakeholder meetings.
- Serve as a senior spokesperson for NEF within the LIHTC industry, reinforcing NEF's leadership position and mission.
- Prepare materials and present them regularly at NEF Board meetings and investor meetings.



- Monitor and report on originations performance, pipeline health, market trends, and competitive dynamics.
- Ensure compliance with internal controls, risk management policies, and regulatory requirements.

THE IDEAL CANDIDATE

- Undergraduate or graduate degree in business, finance, economics, real estate, urban planning, or related field.
- Minimum 10-15+ years of experience underwriting, structuring, or originating real estate transactions; LIHTC experience strongly preferred.
- Demonstrated leadership experience managing teams and developing talent.
- Strong analytical skills and proficiency in Microsoft Office and relevant financial applications.
- Excellent written and verbal communication skills, including the ability to present complex concepts clearly.
- Strong customer service orientation and professional presence.
- Ability to explain complex financing structures to developers, investors, and other stakeholders.
- Prior experience with affordable housing finance, including LIHTC, state credits, and related programs.
- Deep understanding of structuring complex real estate transactions and navigating multilayered capital stacks.
- Proven ability to build and grow business relationships and drive production results.
- Ability to manage multiple priorities, work independently, and make sound decisions in a fast paced environment.
- Strong strategic thinking skills and the ability to anticipate market trends and organizational needs.

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



