

Vice President of Originations-South 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. 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 of Originations-South Region will originate, structure, and negotiate low-income housing tax credit investments. Represent NEF and manage the workload in the designated region. Responsible for structuring transactions in a manner consistent with Investor expectations, ensuring long-term project viability, and meeting NEF's mission. Successful in working independently and collaboratively across departments to structure and negotiate transactions. Seeking candidates in the southern region.

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ESSENTIAL DUTIES

- Provide the Regional Managing Director with a business plan for the designated market, determining optimal marketing strategy, and executing said business plan.
- Responsible for NEF marketing efforts in the designated region. Establish new relationships with non-profit and for-profit low-income housing developers, funders, and state allocating agencies in designated markets. Maintain relationships through excellent customer service and utmost professionalism.
- Lead the Originations process for affordable housing projects seeking equity investments from the National Equity Fund in the designated region. Identify complex LIHTC and credit issues and review business terms with the sponsor to add value to developing a viable, sustainable affordable housing property.
- Increase knowledge of complex real estate underwriting, tax, and Section 42 requirements. Possess good 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.
- Market to sponsors in the geographic area, including attendance, at and/or serving as a presenter at state and other relevant housing conferences, meetings, and forums. Serve as the external face for NEF.
- Structure LIHTC transactions according to NEF established underwriting guidelines and pricing parameters. Work through credit issues with the VP Regional Manager. 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. Coordinate with VP Regional Manager with regards to investor targeting and interest.
- As an affiliate of the Local Initiatives Support Corporation, NEF originators must have the ability to effectively manage and leverage LISC stakeholder relationships in the designated region. This may include participation in LISC meetings or providing training for LISC staff or LISC-supported community development organizations.



THE IDEAL CANDIDATE

- Undergraduate or graduate degree in business, economics, urban planning, or finance.
- Minimum of 7-10 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 skills, both written and verbal.
- 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 requirement
- Strong background in structuring complex real estate transactions and working with nonprofit developers.
- Demonstrate experience in underwriting LIHTC 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

