

Senior Loan Officer

Partners for the Common Good Job Posting

The Organization:

Partners for the Common Good (“Partners”) is a national community development finance organization that operates a family of companies with a common mission to advance economic justice and racial equity by partnering with and strengthening mission focused to bring capital, create opportunity, and build wealth for low-income people and communities.

As industry experts, Partners provides opportunities for capacity building, tailored financial services, impact measurement, and public policy advocacy to our network. Our unique business model is driven by the partnerships within our network of CDFI’s that provide responsible capital to communities across the United States. We also develop collaborative opportunities within the broader finance industry, impact depositors and mission-aligned institutions who see value in community development finance as a systemic solution to stabilizing vulnerable communities.

Partners operates the following entities:

- **PCG Loan Fund (PCG)** – PCG is a national CDFI lending network with local impact focused on affordable housing and community facilities finance. www.pcgloanfund.org;
- **Community Development Bankers Association** -- CDBA is the national trade association for the CDFI, MDI and mission focused banking sector and advocates for the industry and communities they serve, www.cdbanks.org;
- **CapNexus** – is a community development finance and industry networking and information sharing platform www.capnexus.org

Founded in 2000, Partners created the CDFI industry’s first wholesale loan participation network that today has partnered with 50+ CDFIs in Washington, DC and 38 states, currently originates \$18-25 million in participation transactions annually, and currently has an outstanding portfolio of nearly \$50 million. In 2021, PCG launched the \$50 million Economic Justice Partnership Fund (EJPF), an innovative off-balance sheet facility to expand PCG’s product offerings to the CDFI community. PCG also participates as a community development entity (CDE) allocating New Markets Tax Credits (NMTC). To date, PCG has received \$135 million in NMTCs. PCG also provides contract servicing, monitoring, and advisory services for impact-focused external portfolios.

Our work is pioneering in its creation of new tools and infrastructure for community development finance organizations to manage portfolios and grow their scale and impact.

PCG’s office and the position is located in Washington DC.

The Opportunity:

PCG is seeking a dynamic, mission-driven professional to serve as a Senior Loan Officer. The ideal candidate will have a passion for community development, impact investing, racial equity and social justice. This position will play a key role in lending and related program initiatives that advance the strategic goals of PCG. The position offers candidates an outstanding opportunity to make a significant national impact on both disadvantaged communities around the US and on the growing community development finance industry as a whole.

This is a full-time position that may involve some travel for site visits and periodic inspections. Partners is currently working in a hybrid structure.

Major Responsibilities:

Reporting to the Chief Lending Officer (CLO), the Senior Loan Officer is responsible for originating and underwriting predevelopment, acquisition, construction, and mini-permanent loans in support of community development projects with particular emphasis on affordable housing and community facilities. The position will support PCG's lending activities across its national footprint, including both participation loans with CDFI lending partners and direct loans through the Economic Justice Partnership Fund (EJPF). The Senior Loan Officer will also assist with sourcing, underwriting and closing New Markets Tax Credits (NMTC) transactions.

The Senior Loan Officer will work closely with the CLO to develop and maintain relationships with CDFI lending partners, community development organizations and other relevant groups. The Senior Loan Officer will be responsible for marketing PCG's products and programs to new CDFI lending partners and borrowers/sponsors. The position requires an experienced professional with strong analytical, financial and relationship management skills.

Specific responsibilities include:

- Contribute to production goals by identifying new business opportunities and originating loans.
- Screen prospective lending opportunities for alignment with impact goals and underwriting/credit criteria.
- Review and interpret third party due diligence reports, including appraisals, market assessments, entitlement/zoning classifications, and environmental reports to determine transaction viability and appropriate loan structure.
- Structure and negotiate financing proposals and prepare comprehensive written loan packages for review and approval by Loan Committee.
- Coordinate the preparation of term sheets, commitment letters and loan documents with internal team members and attorneys as needed.
- Assist in the closing process, including internal and external closing counsel (as applicable), and the collection, review, approval and execution of all closing items.
- Contributes to new product development including researching and analyzing market needs and analyzing credit risk of new product opportunities.
- Assist with other projects as needed, including funding requests and applications.

Requirements:

- Undergraduate degree required; advanced degree in business, finance or related field preferred.
- Minimum of five (5) years of lending experience, a significant portion of which should involve affordable housing and/or community facilities financing and real estate underwriting.
- Demonstrated experience in analyzing and negotiating complex, multi-layered transactions and balancing the programmatic needs of community-based organizations with sound underwriting judgment and risk mitigation.
- Experience prioritizing and managing multiple projects, assignments and meeting tight deadlines.
- Strong written and oral communication skills.
- Familiarity with federal, state and local community development programs, particularly programs that finance charter schools, federally-qualified health centers and affordable housing preferred.
- Experience in community development lending or mission-driven work preferred.
- Knowledge of New Markets Tax Credits (NMTC) and Community Development Financial Institutions (CDFIs) is a plus.

Additional details:

PCG acknowledges and honors the fundamental value and dignity of all individuals. Our community strives to create and maintain a working environment that respects diverse traditions, heritages, and experiences. We are an equal opportunity employer and will consider all applications without regards to race, sex, age, color, religion, national origin, veteran status, disability, sexual orientation, gender identity, genetic information or any characteristic protected by law.

Compensation:

Competitive salary commensurate with experience. Medical, Dental, Vision, Life & Disability coverage available. Retirement plan (employer matching and profit sharing); paid vacation, sick leave days, and holidays. Partners is an equal opportunity employer.

To Apply:

For more information about the organization, and to apply, please visit our website at <https://www.pcgloanfund.org/careers-and-internships>.