

# WALKER & DUNLOP

**Title: Affordable Associate Director - Affordable Production**

## **Position Summary:**

The Affordable Associate Producer is an integral part of our Affordable Housing Production team and is responsible for providing oversight and guidance in Affordable debt transactions to our Tax Credit Equity and Investment Sales teams. This position is responsible for helping source debt and investment sales opportunities and find synergies between W&D's Affordable Debt team and Alliant's Tax Credit Equity salesforce and dispositions teams, to assure we are delivering a coordinated execution to our clients. The Associate Producer must have strong sales skills, in-depth product knowledge of Affordable products and services, be able to provide creative solutions to complicated transaction structures. and will collaborate across the W&D platform to drive transactions and revenues through sound business practices.

## **Primary Responsibilities:**

- Product expert for all affordable housing products offered by Fannie Mae and Freddie Mac – provide guidance and help to Alliant Producers and Investment Sales professionals in finding the right debt solutions and generating new business.
- Assist CPO and Head of Alliant production team grow Affordable debt originations. This is inclusive of new LIHTC Equity transactions and refinances from the Existing LIHTC Equity Portfolio.
- Liaise between Alliant Production Staff and/or Investment Sales teams and W&D's Debt Originators, Underwriters and Freddie Mac/Fannie Mae/Other Capital Sources, as needed
  - Work with deal team to anticipate and address any issues that may come up prior to the transaction being submitted to the GSEs or other Capital Sources, and during the underwriting stage.
  - Ensure that Investment Sales has coordinated with the appropriate Affordable Debt team in when running the Sales process.
  - Work closely with Alliant Disposition teams to review the Alliant Portfolio and drive refinance or Sales Opportunities.
  - Problem solve when issues do arise during the Transaction quoting stage or during underwriting.
  - Review all deals and draft credit submissions to Fannie Mae and Freddie Mac making sure that issues are properly vetted/mitigated.
  - Interface with Freddie Mac and Fannie Mae, as necessary, to obtain quotes.
  - Coordinate /be a liaison between the debt, equity, and investment sales teams for any W&D debt executions
  - Streamline questions to the GSE Production teams to ensure timely response.
  - Review quotes from Freddie Mac and Fannie Mae once issued to make sure that terms within the quote meet the unique features and requirements of each deal.
  - Identify any pricing or credit implications and make sure these are included in the quote.
  - Review applications to make sure that applications encompass what has been detailed in the quote.
  - Monitor spread hold dates and proactively formulate extension requests, as needed.
- As appropriate, liaison and involvement for FHA affordable housing debt executions to Alliant production staff and W&D Investment Sales professionals.
- Support the integration of the production teams at Alliant to sell into W&D products and services
- Support the integration and coordination of an Affordable Investment Sales team for W&D.

- Maintain frequent communication with the W&D Head of Affordable Housing, Affordable Chief Production officer, Alliant's Head of Production, Alliant's disposition team, and W&D's credit teams.
- Be a resource and coordinate W&D GSE debt quotes for Alliant Strategic Investments and Alliant Development Corp.
- Liaise with W&D's Investment Management and Proprietary Capital teams for bridge loan and ancillary product quotes for Alliant and W&D's Affordable Investment Sales team
- Communicate and problem-solve daily with teammates, clients, and other stakeholders, often in combination with travel
- Other duties as assigned

**Education and Experience:**

- Bachelor's degree from an accredited four (4) year college.
- 7+ years' experience in multifamily affordable lending
- Demonstrated relationships with Fannie Mae and Freddie Mac production/credit staff a plus
- Sales experience a plus

**Knowledge, Skills and Abilities:**

- Expertise in Affordable Housing products and services and credit/structuring
- Expertise with both Fannie Mae and Freddie Mac loan products
- Ability to understand and explain Pricing and Underwriting Parameter for Private Placement Bond and High Leverage Bridge Loan Programs.
- Ability and desire to learn FHA/HUD Affordable financing programs.
- Ability to competently complete multiple tasks in a timely manner with an appropriate attention to detail.
- Passion for real estate
- Demonstrated ability to deliver exception results
- Strong teamwork and interpersonal skills.
- Thrives in a collaborative, fast-paced environment with multiple deadlines
- Ability to show ownership of your work, take on challenges and acknowledge growth opportunities, and demonstrate patience when learning new processes
- Courtesy, respect, and thoughtfulness in teaming with colleagues and other stakeholders

To apply, please visit: [https://walkerdunlop.wd1.myworkdayjobs.com/en-US/WD/job/Remote---USA/Associate-Director\\_Req-896](https://walkerdunlop.wd1.myworkdayjobs.com/en-US/WD/job/Remote---USA/Associate-Director_Req-896)