



CHIEF LENDING OFFICER

(Affordable Housing & Commercial Real Estate)

ABOUT CITY FIRST ENTERPRISES

City First Enterprises (CFE) is a financial institution working at the intersection of financial innovation and impact investment, in the quest for a more equitable economy. We are risk entrepreneurs investing in underserved communities, centering our focus on the people and places historically overlooked by mainstream finance.

CFE's lending vehicle is the Equitable Growth Fund, a loan fund designed to provide accessible debt capital to entrepreneurs, innovators and change-makers working in affordable housing, renewable energy, small businesses, education, community facilities, and commercial real estate in the Washington, DC, Maryland, and Virginia area.

CFE is a Community Development Financial Institution (CDFI), a designation by the United States Treasury to organizations expanding economic opportunity in low-income communities by providing access to financial products and services for residents and businesses.

To learn more about our organization and the team, please visit our website at <https://www.cfenterprises.org>.

JOB DESCRIPTION

Reporting to the organization's President, the Chief Lending Officer will lead our work in lending flexible capital for community development challenges including affordable housing and commercial real estate.

The CLO leads the business development efforts of the organization and is accountable for developing and maintaining an effective pipeline of potential borrowers across the geographies where we operate. In close collaboration with the underwriting and closing teams, the position monitors the loan origination process from lead generation to disbursement.

The position is accountable to meeting the lending growth targets and goals set in collaboration with the organization's leadership.

Other duties may be assigned.

RESPONSIBILITIES OF THE POSITION INCLUDE, BUT ARE NOT LIMITED TO:

Business development

- Lead business development efforts including the ongoing marketing of the organization's loan products and expansion of its lending portfolio with a focus on meeting capital impact and deployment commitments with funders, including but not limited to the CDFI Fund and philanthropic partners

- Develop and maintain relationships with external referral sources that lead to viable transactions
- Respond to leads, moving the potential transaction from interest to underwriting as effectively and efficiently as possible by, among other things, collecting the necessary information for an early assessment of the potential deal's viability
- Prepare and negotiate an initial capital structure and funding terms with potential deals' stakeholders
- Maintain an updated pipeline which include projections around new originations, capital deployment and liquidity position of the loan fund
- Provides leadership, guidance, and training to a team of loan officers to achieve individual origination goals
- Collaborate with the team throughout the loan origination cycle, including coordination with borrowers and other parties involved in closings and disbursements
- Prepare business development reports for Loan Committee
- Work closely with our counterparts at our affiliate City First Broadway Bank in the coordination, implementation and an optimal strategy around co-lending activity

Strategy and innovation

- Develop co-lending partnerships with other financial institutions including CDFI loan funds, commercial banks and government capital providers aligned with our mission and objectives
- Explore viability of additional loan products and programs as well as new sectors for lending activity
- Collaborate with leadership team in making recommendations regarding major lending policy decisions

COMPENSATION

Competitive nonprofit salary, commensurate with experience, plus a generous benefits package that includes employee-sponsored health and dental, life insurance, health savings account with annual employer contributions, retirement plan with employer matching, paid parental leave and a generous paid time off program.

Our office is a unique work environment that is open, innovative and collaborative. We are conveniently located at Thomas Circle in the District. CFE provides generous transportation benefits up to the IRS maximum. for qualified work travel.

Since the onset of the national health emergency, the CFE team has followed a hybrid work schedule. Employees are able to work from home and spend time in our offices when needed. CFE plans to continue with a hybrid work schedule for the foreseeable future. We aim to provide an environment that honors hard work and supports the best environment for our employees to do their work. The ability to work remotely and collaboratively is an important aspect of this employment opportunity. It still remains important for our employees to live in the DC, Maryland, and/or Virginia area.

TIMING

Applications will be processed and interviews scheduled on an ongoing basis.

TO APPLY

Please email resume and cover letter to Jobs@cfenterprises.org. No phone calls, please.

City First Enterprises is committed to serving the communities in which we work and live. The City First family is dedicated to promoting diversity, multiculturalism, and inclusion in our work and hiring practices. City First Enterprises is fully focused on equality and economic inclusion and believes that diversity in opinion and background only helps further that mission.

We provide equal employment opportunities to all people regardless of ethnicity, age, religion (and lack thereof), disability that can reasonably be accommodated, marital status (including domestic partner status), ancestry, nationality, national origin, family status, sex (including pregnancy, childbirth, and related medical conditions), other medical condition (physical or mental), AIDS/HIV status, genetic information, sexual identity, gender identification (including transgender status), sexual orientation, and veteran status.

CFE is an equal opportunity employer.