POSITION TITLE: Director of Lending
REPORTS TO: Vice President of Rural LISC
JOB CLASSIFICATION: Exempt / Full Time, Grade 15
LOCATION: USA (remote)

THE ORGANIZATION:

What We Do
With residents and partners, LISC forges resilient and inclusive communities of opportunity across America.

Strategies We Pursue
- Equip talent in underinvested communities with the skills and credentials to compete successfully for quality income and wealth opportunities.
- Invest in businesses, housing, and other community infrastructure to catalyze economic, health, safety and educational mobility for individuals and communities.
- Strengthen existing alliances while building new collaborations to maximize impact.
- Develop leadership and organizational capacity to strengthen investment and resilience.
- Drive local, regional, and national policy and system changes that foster broadly shared prosperity and well-being.

Over the last 40 years, LISC and its affiliates have invested approximately $24 billion in businesses, affordable housing, health, educational mobility, community and recreational facilities, public safety, employment, and other projects that help to revitalize and stabilize underinvested communities. Headquartered in New York City, LISC’s reach spans the country from East Coast to West Coast in 38 markets with offices extending from Buffalo to San Francisco and in 2,400 rural counties across 49 states and Puerto Rico. Visit us at www.lisc.org

Rural LISC Lending Director
Rural LISC was established in 1995 and currently serves 140 partner organizations in 49 states and Puerto Rico. We develop and deploy programming to enhance access to capital to support a variety of community development programs, including (but not limited to): broadband and infrastructure, housing, workforce development and disaster recovery and resilience planning.

Rural LISC seeks a Lending Director to lead LISC’s Access to Capital work and collaborate with Rural LISC team members on the implementation of national and rural economic and community development strategies, in collaboration with Rural LISC’s network of rural CDCs and CDFIs and other strategic partners. Rural LISC maintains a diverse and high-performing portfolio of loans in affordable housing,
community facilities, and small business development. Rural LISC has traditionally been in the top five of lending production within the LISC network. In 2020, LISC announced the Rural Promise with plans to increase its overall lending and investment impact to Rural America to 20% by 2023. The Lending Director will play a pivotal role in advancing LISC’s Rural Promise by expanding lending opportunities, providing technical assistance, raising capital, forging business development opportunities and creating and maintaining key partnerships.

Responsibilities

- Lead Rural LISC lending activities in all product areas, including economic development, affordable housing and community facilities. Oversight includes origination, underwriting, closing, monitoring and portfolio management of loan facilities. Coordinate with Legal, Lending and Asset Management to grow and manage Rural LISC loan portfolio.
- Manage relationships and coordinate with LISC affiliates NEF, NMSC, Immito and Strategic Investments to promote rural investments and production towards the Rural Promise.
- Provide technical assistance around financing and strategy to partner CDCs as they develop and support local and regional economic development efforts, including broadband pre-dev, small business capital, downtown revitalization strategies, affordable housing financing and financing for key community facilities projects.
- Provide leadership and support to other Rural LISC Program team members related to lending and investment in rural communities.
- Manage external relationships with other lending partners, including for profit or nonprofit financial institutions and local, state, and national governmental programs. Manage internal lending relationships such as with LISC Small Business lending, New Markets Support Corporation and National Equity Fund to maximize support and collaboration on financing opportunities. Seek and create new relationships to expand Rural LISC lending capacity and opportunities.
- Work with Vice President, National LISC and other partners to develop new and innovative lending opportunities/programs aimed at expanding the lending footprint and production for Rural LISC.
- Identify and develop new sources of lending capital to support Rural LISC lending in current and new markets.
- Participate in national policy lending opportunities and provide feedback to National Policy team on federal/state programs that directly impact Rural LISC.
- Manage a portfolio of CDC relationships by providing technical assistance and access to all LISC resources.
- Provide capacity-building support to CDC Partners to position their organization to successfully implement local and regional economic development strategies. Identify LISC resources that can be used to strengthen the organization.
- Provide support and input for Rural Seminar activities and assist with fundraising, budgeting, reporting, and compliance work.
- Provide support and input for the Rural Advisory Committee loan review process.
- Assist the Vice President and the Leadership team in achieving and exceeding National and Rural LISC goals and objectives.
- Perform all other duties as assigned.

Requirements

- Bachelor’s degree (Master’s preferred) from an accredited college or university and ten years of related work experience in community development lending, financial services or related field. CDFI experience and/or subject matter expertise is strongly preferred.
• Proven ability to take a project idea to completion and to creatively solve problems.
• Proven skills in financial analysis and underwriting. Ability to evaluate financial statements. Past lending experience required.
• Familiarity with rural economic development financing programs across a broad range of resources including, regional, state and federal programs, to include Small Business, USDA, EDA and NMTC. Experience in developing and implementing projects in rural areas utilizing layered financing with local, state and federal programs preferred.
• Extensive knowledge of non-profit program management and organizational development.
• Familiarity with government subsidies and tax credit programs.
• Excellent interpersonal skills and ability to work effectively across the LISC network of local and national programs and LISC affiliates, including the National Equity Fund (NEF) and New Markets Support Company (NMSC), immito and Strategic Investments.
• Good organizational abilities, including ability to work independently and manage multiple assignments simultaneously.

Qualifications:
• An ability to work on multiple tasks and projects, while prioritizing a challenging workload.
• A solution-oriented mindset is critical.
• Ability to work collaboratively with others. Flexibility and poise in dealing with a diverse range of individuals and organizations. Ability to work independently, without constant supervision is a must.
• The candidate must have a proven record of accomplishment, be detail-oriented. As part of a small team, the candidate will need to be flexible and adept at multi-tasking.
• Excellent writing and verbal communication skills are essential. Proficient or expert skill in Word and Excel a must.
• Comfort and adaptability working on a “virtual” team, collaborating and communicating with staff both in-person and remotely (e.g. via phone, e-mail, webinar, etc.)

Job Specifications:
• Geographic location for this position can be anywhere in the continental US, remote.
• This position will involve travel approx. 40%-50% annually (when travel re-commences).
• LISC offers a competitive salary and excellent fringe benefits.

Applicants should send a detailed cover letter and resume via e-mail to: RuralLISC@lisc.org. Please include Lending Director in the subject line of your email.

LISC IS AN EQUAL OPPORTUNITY EMPLOYER COMMITTED TO DIVERSITY, EQUITY, INCLUSION AND JUSTICE