

## **Assistant Director, Multifamily Business Development & Originations**

Illinois Housing Development Authority (IHDA), one of the Nation's preeminent Housing Finance Agencies and one of the State's ten largest financial institutions, is currently seeking an Assistant Director, Multifamily Business Development & Originations to build upon their 50+ year leadership in housing finance.

### **Summary:**

This leadership role has primary responsibility for the business development activities of the Multifamily Financing Department, with a special focus on tax-exempt bond issuance and first mortgage lending. The individual monitors needs, trends, and opportunities in the marketplace and, in turn, facilitates appropriate responses in the form of financing proposals, and program development and/or enhancements. The Director is a subject matter expert, ombudsman, and primary point of contact for potential and existing clients who wish to learn more about the Authority's multifamily resources. Lastly, the individual cultivates and maintains relationships with industry stakeholders that include developers, public agencies, lenders, and investors.

### **Responsibilities:**

Establish, monitor, and refine (as necessary) the Authority's multifamily lending strategy, goals, and pipeline.

Proactively and strategically manage key relationships with partners by incorporating anticipation, collegiality, confidence, patience, and resourcefulness.

Conduct project concept meetings; lead conversations with clients and colleagues (e.g., Finance, Legal, Underwriting) to identify and create complex financing structures, as well as assess risks and mitigants.

Seek opportunities to promote the Authority and its multifamily resources through outreach, marketing, and knowledge exchanges; serve as a spokesperson and liaison.

Maintain a mastery of financing options in the market including deal structures; terms and rates for private debt and equity; FHA, Fannie Mae, and Freddie Mac products; private placement and public bond issuances. Using this knowledge, position the Authority and its resources as competitive, relevant, and responsive.

### **Education & Experience Requirements:**

Excellent benefits package, including 401 (k); immediate vesting.

- A Bachelor's Degree in real estate, finance, business or public administration, or related discipline.
- Extensive knowledge of mortgage lending practices, debt and equity underwriting, affordable multifamily development, and public subsidy programs.
- Familiarity with complex legal and financial documents related to funding and program operations.
- An understanding and appreciation of the role of public financing in housing finance.
- Excellent written and oral presentation skills.
- At least five years of experienced in real estate lending (originations or underwriting), preferably with a focus on affordable multifamily housing, or equivalent work experience.

To apply, submit resume and to:

[https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=ee890b7a-c9a4-4880-b61b-79abf60f096e&cclid=19000101\\_000001&jobId=405991&source=CC2&lang=en\\_US](https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=ee890b7a-c9a4-4880-b61b-79abf60f096e&cclid=19000101_000001&jobId=405991&source=CC2&lang=en_US)

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