



**Strengthening
nonprofits and
the communities
they serve.**

Sharing a mission of change

Illinois

333 South Wabash Ave.
Suite 2800
Chicago, IL 60604
312 629 0060

Indiana

One Indiana Square
211 North Pennsylvania St.
Suite 2375
Indianapolis, IN 46204
317 860 6900

Michigan

3011 West Grand Blvd.
Suite 1715
Detroit, MI 48202
313 309 7825

Missouri

911 Washington Ave.
Suite 203
St. Louis, MO 63101
314 588 8840

4177 Broadway Blvd.
Suite 100
Kansas City, MO 64111
816 335 4200

Ohio

172 E. State St.
Suite 203
Columbus, OH 43215
614 484 1811

Wisconsin

215 North Water St.
Suite 225
Milwaukee, WI 53202
414 563 1100

Position Description

Title:	Managing Director of Lending-Eastern Region
Reports to:	Senior Vice President – Capital Solutions
Department:	Capital Solutions
Department Purpose:	The Maintain a program of affordable, flexible loan products for targeted nonprofit and for-profit organizations aligned with IFF’s mission ; design products and programs to assist the target market obtain loans and needed financial assistance.

The Organization

IFF improves the world by strengthening nonprofits and the communities they serve. As a mission-driven lender, real estate consultant, and developer, IFF helps communities thrive by creating opportunities for low-income communities and persons with disabilities. Key to our success has been a deep sense of purpose, a broad perspective, and a relentless focus on achieving positive results. Across the Midwest, we help clients from every sector, including human service agencies, health centers, schools, affordable housing developers, and grocery stores. Staff contributes its extensive business experience with an unrivaled connection to the mission of IFF and the nonprofit clients it serves.

IFF is looking for candidates with a commitment to the work it does and can demonstrate their creativity, detail-orientation, diligence, efficiency, enthusiasm, flexibility, organization, thoughtfulness, and sense of humor.

Our staff of over 100 professionals works from our Chicago headquarters, and we also serve the Midwest from six regional offices: Indianapolis, IN; Detroit, MI; Kansas City, MO; St. Louis, MO; Columbus, OH; and Milwaukee, WI.



Strengthening
nonprofits and
the communities
they serve.

Sharing a mission of change

Basic Job Function

The Managing Director of Lending-Eastern Region provides leadership and management of all lending activities in IFF's Eastern Region, comprised of Michigan and Ohio. In conjunction with the Executive Director, Eastern Region, provides leadership for regional business development and sales activities in order to execute on IFF's Eastern Region Market Plan. In conjunction with the SVP Capital Solutions/Chief Lending Officer, the Managing Director is responsible for setting regional lending and program goals and supporting the sourcing, approval and closing of loans to target market borrowers. Develops and maintains visibility and relationships with nonprofits and relevant government, association networks, and other stakeholders to promote IFF.

Duties and Responsibilities:

1. Provides leadership and management of the Eastern Region loan origination programs and staff to set and meet IFF's Eastern Region lending business goals.
 - a. Working with the Eastern Region Executive Director, hire, train, and support regional and sector Lenders to target, source, evaluate and approve new business opportunities.
 - b. Manage lending staff across the Eastern region with regard to meeting production and professional development goals and fostering a positive and collaborative team environment. Expectation for regular travel throughout Michigan and Ohio.
 - c. In coordination with other lending staff, develop and maintain a pipeline of business to support lending goals and program commitments.
 - d. Guide lenders in the prescreening, underwriting, structuring and presentation of loans to loan approval committees.
 - e. Provide oversight for other Eastern Region loan staff including support on complex transactions.
 - f. Work with SVP-CapSol, Executive Director and lenders on programs, products and new lending initiatives to ensure effective marketplace execution and high level of customer satisfaction.
 - g. Develop relationships as appropriate with significant existing and potential borrowers to develop market knowledge and promote IFF's programs.



Strengthening
nonprofits and
the communities
they serve.

Sharing a mission of change

5. Performs other duties as assigned.

Performance Measures:

1. Achievement of department lending and program goals in region.
2. High level of customer satisfaction with IFF products and services.
3. Leadership in maintaining IFF's role as a full partner to the nonprofit and community development sectors.
4. Successful management of individual staff and overall team.
5. Complete, accurate, timely, and thoughtful analysis for full understanding of underwriting and lending issues on loan recommendations, and portfolio and risk assessment reports.
6. Identifies and recommends solutions to issues and problems relating to loan program implementation and role of IFF throughout the region.
7. Active collaboration with Marketing and Communications staff. Increase in regional business development network.
8. Strong collaboration with Real Estate Solutions and other IFF departments to support implementation of RES work, special initiatives or other IFF business objectives.
9. Cultivates a culture of openness in information sharing. Encourages open communication, cooperation, and the sharing of knowledge.
10. Models personal accountability that promotes ownership and engagement.
11. Builds and maintains effective working relationships with colleagues, peers and team members.
12. Values and supports differences in others, contributing to an inclusive work environment. Demonstrates the ability and willingness to communicate effectively with people of diverse backgrounds and experiences to create a collaborative, collegial, and caring community.
13. High level of satisfaction with both internal colleagues and external customers.



Strengthening
nonprofits and
the communities
they serve.

Sharing a mission of change

Position Qualifications:

Education: MBA or MA strongly preferred, preferably in business, accounting, finance, or community development.

Experience: Minimum of ten years of experience in banking, commercial banking, commercial real estate lending, or community and economic development, required with a track record of growth and increasing responsibility. Experience in marketing financial programs required. Demonstrated competence in commercial real estate lending, cash flow and project analysis, underwriting, structuring and lending policies and procedures. Strong knowledge of Detroit, Michigan and Eastern Region. Experience managing teams preferred

Special Knowledge & Skills:

1. Knowledge of community development principles and real estate finance and development.
2. Familiarity with construction and lending practices and terminology; good interpersonal skills; high level written and oral communication and presentation skills, experience in formal presentations; proficient computer software user, including spreadsheets and databases.
3. Thorough understanding of nonprofit financial statements.
4. Ability to think creatively about problems.
5. Ability to work in and with all communities in the region.
6. Ability to represent the interests of IFF and the department at all levels of government and with community and civic leadership.
7. Network of contacts with nonprofit agencies or leaders a plus.

Unusual Physical Requirements: In addition to travel throughout the region, the Managing Director will spend time in Chicago as required. Occasional evening and weekend work; able to inspect active construction project sites.

Application Instructions: Please submit a cover letter, resume and salary requirements to careers@iff.org with “Managing Director of Lending-Eastern Region” in the subject line.

IFF values equity, diversity and inclusion as part of its mission to strengthen nonprofits and the communities they serve. IFF is an equal opportunity employer.