



**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

IFF

Position Description

Title:	Senior Lender, Affordable Housing
Reports to:	Managing Director of Lending, Affordable Housing
Department:	Capital Solutions
Department Function:	Maintain a program of flexible loan products to organizations serving low-income communities; design programs to assist the target market in obtaining financing.

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 we do and can demonstrate their creativity, diligence, enthusiasm, growth-mindset, thoughtfulness, and passion to make meaningful change in the areas of economic and racial justice.

Over 100 professionals work 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



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Basic Job Function

The Senior Lender, Affordable Housing position is responsible for managing borrower relationships and underwriting loans. The Senior Lender, Affordable Housing will structure debt for affordable rental housing in the Midwest, across IFF's geographic footprint. IFF provides predevelopment, acquisition, construction, and permanent financing for projects financed with a variety of public and private sources, including Low-Income Housing Tax Credits. The position will be expected to meet loan production goals while satisfying IFF loan policy guidelines.

Job Duties and Responsibilities:

1. **Loan Processing:** Evaluates affordable housing loan requests. Assesses financial feasibility; site analysis and building plans; development team; market studies; appraisals; property management; potential risks; and other relevant data to support a recommendation of whether to make the loan. Presents loan recommendations to credit committee for approval. Works with legal counsel, IFF Closing and Escrow Unit, borrower and other deal partners to ensure timely closing.
2. **Relationship Management:** Attends appropriate industry and network events and conferences and represent IFF. Builds new and maintain existing relationships with potential and current borrowers. Works with Marketing team to generate sector- and product-specific messaging.
3. Performs other duties as assigned.

Performance Measures:

1. Achievement of lending and program goals.
2. High level of customer satisfaction with IFF products and services.
3. Complete, accurate, and thoughtful analysis and communication of lending risks and mitigants for loan applications.



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4. Successful collaboration with housing lending team, including other lenders, asset managers, and closing services.
5. 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.
6. Cultivates a culture of openness in information sharing. Encourages open communication, cooperation, and the sharing of information.
7. Models personal accountability that promotes ownership and engagement.
8. High level satisfaction with both internal colleagues and external contacts.

Position Qualifications:

Education: Bachelor's degree required.

Previous Experience: Minimum of three years of experience specifically in affordable housing lending or development. Strong knowledge of complex affordable housing financing structures, including LIHTC program rules, and familiarity with Federal and local financing sources such as HOME, CDBG, TIF, and Federal Home Loan Bank AHP.

Special Knowledge & Skills:

1. Strong communication skills demonstrating attention to detail and professional writing style.
2. Strong organizational skills including ability to follow through independently.



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3. Capacity to prioritize multiple tasks to meet customer deadlines while ensuring credit integrity.
4. Professional demeanor and willingness to cooperatively participate on a team in a mission-based organization.

Unusual Requirements: Moderate travel throughout the assigned region; able to inspect active construction sites; occasional evening and weekend work.

Application Instructions: Please submit a cover letter, resume and salary requirements to careers@iff.org with “Senior Lender, Affordable Housing” 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.