



**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**

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<b>Title:</b>	Managing Director of Lending – Southern Region
<b>Reports to:</b>	Chief Lending Officer and SVP Capital Solutions
<b>Department:</b>	Capital Solutions
<b>Department Function:</b>	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.

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**The Organization**

IFF is a mission-driven lender, real estate consultant, and developer that helps communities thrive. 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 healthy food grocery operators. Staff contribute extensive business experience and an unrivaled connection to the mission of IFF to the clients we serve.

IFF is looking for candidates with a commitment to the work we do who can demonstrate their creativity, diligence, enthusiasm, growth-mindset, thoughtfulness, and passion to make meaningful change in the areas of economic and racial justice.

Our staff of over 100 professionals works from our Chicago headquarters and six regional offices: Indianapolis, IN; Detroit, MI; Kansas City, MO; St. Louis, MO; Columbus, OH; and Milwaukee, WI with Grand Rapids, MI, and Cleveland, OH, offices opening in 2021.



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### **Basic Job Function**

Provides leadership and management of all lending activities in Missouri, Kansas and Southern Illinois (IFF's Southern Region), including direct management and oversight of the Senior Lender – Kansas City. In conjunction with the Executive Director-Southern Region, provides leadership for regional business development and sales activities in order to execute on IFF's Southern Region Market Plan. In conjunction with the Chief Lending Officer and SVP Capital Solutions, the Managing Director is responsible for setting regional lending and program goals and supporting the sourcing, approval and closing of loans to target market clients. Develops and maintains visibility and relationships with nonprofits and relevant government, association networks, and other stakeholders to champion IFF.

### **Job Duties and Responsibilities:**

1. Provides leadership and management of the Southern Region loan origination programs and staff to set and meet IFF's Southern Region Capital Solutions goals and objectives.
  - a. Working with the Chief Lending Officer and Southern 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 Southern region with regard to meeting production and professional development goals and fostering a positive and collaborative team environment. Expectation for regular travel throughout the region.
  - c. In coordination with other lending staff, develop and maintain a pipeline of business to support lending goals and program commitments.
  - d. Support Senior Lender – Kansas City in the prescreening, underwriting, structuring and presentation of loans to loan approval committees.
  - e. Work with Managing Director Portfolio Management and local portfolio management staff to ensure successful customer relationships and coordinated communications.



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2. Develops new lending programs and products to expand IFF's capital investment opportunities and capacity.
  - a. Work closely with SVP Capital Solutions, Executive Director and Lenders to identify and explore opportunities for new initiatives or product/program enhancements.
  - b. Support Finance and Resource Development with IFF applications for new programs and funding from Treasury, foundations, investors and other funding sources.
  - c. In coordination with the SVP-CapSol and Portfolio Management staff, supports the financial and risk goals of IFF's lending and capital investment business.
  - d. Participate as a voting member of IFF's internal credit committee and assess risks, mitigants and optimal structuring of individual loan requests.
  - e. Provides recommendations on new and improved lending policies and procedures; marketing materials; application forms; and general communications; in particular guidance leading to the success of the loan program.
3. Represents IFF at conferences, seminars, presentations and other events to support overall IFF goals, programs and visibility. Work with other IFF staff to support and coordinate implementation of special IFF initiatives.
4. Maintains required job knowledge and skills and core professional competencies. Attend and participate in required educational programs and staff meetings.
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 partner to the nonprofit and community development sectors.



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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 contacts.

**Position Qualifications:**

Education: MBA or MA strongly preferred, preferably in business, accounting, finance, or community development. A Bachelor's degree plus five years additional relevant experience may substitute for an advanced degree.



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Previous Experience: Minimum of twelve 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 business development and relationship management required. Demonstrated competence in commercial real estate lending, cash flow and project analysis, underwriting, structuring and lending policies and procedures. Strong knowledge of St. Louis, Kansas City and Southern region. Experience managing teams preferred.

**Special Knowledge & Skills:**

Knowledge of community development principles and real estate finance and development. 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. Thorough understanding of nonprofit financial statements. Ability to think creatively about problems. Ability and desire to work in and with all communities in the region. Network of contacts with nonprofit agencies or leaders a plus.

Unusual Requirements: Regular travel throughout the region and 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](mailto:careers@iff.org) with “Managing Director of Lending -Southern 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.*