

**Position Announcement**  
**Chief Lending and Investment Officer**  
**Opportunity Finance Network**  
Washington, DC

## **The Organization**


Opportunity Finance Network (OFN) is a leading national network of CDFIs (community development financial institutions) with offices in Philadelphia and Washington D.C. In pursuit of a mission to align capital with social, economic, and political justice, OFN supports its member CDFIs with money, strength, and voice to drive transformational change in underserved communities nationwide.

Headquartered in Washington, DC, OFN is governed by a 13-member board of directors with an annual operating budget of approximately \$10M and a staff of 30. The Financial Services team manages \$600M in lending capital. To learn more, visit: [www.ofn.org](http://www.ofn.org)

## **The Position**

Reporting to the President & CEO, the Chief Lending & Investment Officer (CLIO) has the overall responsibility for the strategy, development, implementation, and risk management of OFN's financial services. Priorities for the CLIO include: driving growth in CDFI Bond Guarantee Program, CDFI Financing Program and Asset Management business; developing new market opportunities which support OFN's strategic goals; and growing OFN's capital under management with new capitalization vehicles and new investors alongside of the President and CEO. A member of OFN's 8-person Leadership Team, the CLIO is responsible for the overall management of the Financial Services team which includes two direct reports and a total current staff of 8.

### **Core Responsibilities:**

-  Lead growth opportunities in the CDFI Bond Guarantee Program, CDFI Financing Programs, and Asset Management business with third party investors.
-  Research and develop market opportunities for new financing strategies, products, services, and systems to support OFN's strategic goals, and directly lead or participate in their design and implementation.
-  With the President & CEO, grow OFN's capital under management with new capitalization vehicles and with new investors.
-  Oversee senior management in the CDFI Bond Guarantee and CDFI Financing Programs, including new originations, portfolio management, credit policies, and documentation.
-  Develop and maintain a thorough understanding of the market forces that influence and impact the opportunity finance industry and OFN's business and strategic goals, reporting to President & CEO with analysis and recommendation as appropriate.
-  Serve as a member of OFN's Leadership Team and participate in strategic and business planning for OFN.
-  Manage, develop, and grow (as appropriate) the Financial Services team to execute on departmental and organizational goals and strategies efficiently and effectively.



### **Qualifications:**

- Bachelor's Degree or 12+ years of work experience in the financial services field in lieu of a degree; MBA or Master's Degree preferred.
- Direct lending experience required.
- 12+ years leading and managing a lending or investment team required.
- 7+ years in a supervisory or managerial capacity required.
- Experience in corporate or structured finance preferred with experience in credit risk analysis and management; formal credit training required.
- Strong lending and investment underwriting knowledge, with an understanding of the unique characteristics of the community development finance required.
- Experience in community development as well as lending to financial institutions preferred.
- Ability to manage a division independently under strategic direction as well as the ability to champion new opportunities for growth, develop staff and possess a keen understanding of financial markets and products, with exceptional financial, market, and qualitative analysis skills.
- Excellent writing, verbal, and presentation skills.
- Demonstrated leadership and motivational ability, superior interpersonal skills, ability to manage and work in teams, and interacting constructively with diverse constituents.
- Highly energetic, entrepreneurial thinking, creative problem solver exhibiting sound judgment and deep commitment and passion for OFN's mission.
- Moderate to heavy travel required (35% of time).

### **Application Process**

To apply, e-mail resume, cover letter and salary requirements to: [OFN@raffa.com](mailto:OFN@raffa.com) (e-mail applications are required). For other inquiries contact Eve McGowan at [emcgowan@raffa.com](mailto:emcgowan@raffa.com).

Opportunity Finance Network is an equal opportunity employer and ADA compliant.