



Raza Development Fund
Senior Director of New Markets Tax Credits
Flexible Location



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About Raza Development Fund

Raza Development Fund, Inc. (“RDF”) is a Latino led and serving Community Development Financial Institution (“CDFI”) created to advance economic opportunity, social mobility, and racial justice. RDF was formed in 1999 by UnidosUS, (formerly, National Council of La Raza), the country’s largest and longest-serving Latino civil rights and advocacy organization. Since its inception, RDF has directly invested over a billion dollars in 38 states, leveraging over \$6 billion for education, affordable housing, healthcare, social services, and social entrepreneurship.

Today, RDF stands as the largest Latino-focused national CDFI and is an important source of capital for underserved communities across the country.

We value our connections with our clients and partners and offer an ultra-high touch approach to supporting organizations that provide direct resources and services for Latino and low-income communities.

Our team of impact investment professionals care deeply about the success of our clients. To that end, we bring more than just capital to the table – we make key connections; provide valuable advice; design and lead structured financings; and deliver innovative solutions. We ensure our investments are aligned with our organization’s fundamental mission and values.

For more information on RDF, please visit our [website](#).

The Opportunity

We’re growing! RDF is working to scale our impact. We are seeking an experienced professional for the role of Senior Director, New Markets Tax Credits. The organization has a successful history of receiving and utilizing NMTC allocations to structure investments that benefit the communities we serve. This role will be responsible for leading all aspects of RDF’s NMTC program.

Reporting to the Chief Investment Officer, the selected candidate will be responsible for leading the annual application process for RDF as well as setting the strategic direction for the NMTC program. They will maintain a particular focus on structuring and closing investments that use the tax credit incentive as a means of financing community development projects in severely distressed communities. The candidate will have the opportunity to make a direct impact in

closing disparity gaps while working to invest capital and create financial solutions to increase opportunities for Latino and low-income communities.

The Senior Director of NMTCs will maintain, and build upon, an existing, trusted national network of NMTC partners and stakeholders, including the CDFI Fund, Community Development Entities (CDEs), investors, and other financial institutions. In this role, the Senior Director will source, evaluate and manage a pipeline of NMTC project opportunities and will oversee a team responsible for asset management of completed investments, compliance and investment performance, tracking and analysis. This position will collaborate regularly with RDF's industry focused experts to achieve individual, team, and community development investment goals.

Candidate Profile

The ideal candidate will have the following professional and personal qualities, skills, and characteristics:

- Commitment to RDF's core values, including a commitment to working in economic development endeavors with diverse, under-resourced communities.
- Prior experience managing a New Markets Tax Credit program, including having led a successful NMTC application process which resulted in an allocation.
- Expertise on NMTC project deal structures, financial modeling, and due diligence criteria.
- Track record in community development lending or finance.
- Experience underwriting NMTC transactions and managing debt and equity structures.
- An effective communicator, who is willing to wear many hats, roll-up their sleeves, work both independently and collaboratively; and "get the job done" with minimal supervision.
- Outstanding interpersonal skills with the ability to effectively build and manage relationships with NMTC community stakeholders (e.g., commercial banks, CDEs, consultants, etc.).
- Confident, opportunistic, and action-oriented with a solid foundation of community facility acquisition, development, valuation, and management principles.
- Able and willing to serve RDF's clients as a trusted advisor throughout the full cycle of client relationships and provide high-value, technical assistance services, when necessary.
- Committed to providing exceptional, valued-added, solutions-oriented internal and external client service.
- Experience leading teams to successful outcomes.

- 7 to 10 years in commercial banking, equity investment, commercial real estate transactions, corporate banking, community development or social impact investing including the CDFI sector.
- Bachelor's degree, with a Master's in Management, Business Administration, Economics or Real Estate preferred.

Compensation & Benefits

Salary is competitive and commensurate with experience. The salary range for this role is \$130,000-\$160,000 with a generous benefits package. Note that the final salary will reflect the selected candidate's individual experiences and qualifications.

Contact

Koya Partners, the executive search firm that specializes in mission-driven search, has been exclusively retained for this engagement. Please submit a compelling cover letter and resume to Erin Reedy and Shannon O'Neill [here](#).

Raza Development Fund is an equal opportunity employer.

About Koya Partners

Koya Partners, a part of Diversified Search Group, is a leading executive search and strategic advising firm dedicated to connecting exceptionally talented people with mission-driven clients. Our founding philosophy—**The Right Person in the Right Place Can Change the World**—guides our work as we partner with nonprofits & NGOs, institutions of higher education, responsible businesses, and social enterprises in local communities and around the world.

For more information about Koya Partners, visit www.koyapartners.com.