



capital for healthy
families & communities

LOW INCOME INVESTMENT FUND

Deputy Market Director – Coachella Valley

Reports to: Western Region Market Director

Location: Coachella Valley, CA

Status: Regular, Full-Time

THE COMPANY

The Low Income Investment Fund (LIIF), a non-profit community development financial institution, mobilizes capital and partners to achieve opportunity, equity and well-being for people and communities. LIIF innovates financial solutions that center racial equity to create more equitable outcomes for all by building and preserving affordable homes, quality educational opportunities from early childhood through higher education, health clinics, healthy food retail and community facilities. In this way, LIIF provides a bridge between private capital markets and communities. LIIF's headquarters is in San Francisco and has offices in Los Angeles, New York, Atlanta, and Washington D.C.

POSITION SUMMARY

Working under the direction of LIIF's Western Region Market Director, the Deputy Market Director (DMD) will be LIIF's market leader in Coachella Valley, CA. The DMD will be responsible for the day-to-day operations of the Coachella Valley Affordable Housing Catalyst Initiative (the Initiative) and the Fund that supports the Initiative. The DMD will also work closely with the Executive Director of [Lift to Rise](#) (LTR), a community-based organization located in the Coachella Valley and a collaborative partner with LIIF, to advance the agenda of the Initiative with respect to capital raising, transaction development, underwriting and closing. The DMD will interface with affordable housing developers in the Coachella Valley, public officials, private developers and community residents. In this hands-on position, the DMD will be responsible for a range of activities, from raising support for the Initiative to representing it publicly, deploying its capital and interfacing with other partners of the Fund.

The DMD will:

- Know, through direct research and interaction with others in the field, the lending opportunities for affordable housing in the marketplace. (LIIF expects to have a Childcare Program Officer also embedded within LTR who will serve as a partner to the DMD on the development of a pipeline of childcare facility opportunities.)

- Manage the capital fund that supports the Initiative. This includes managing other capital providers to the Fund, including lender reporting, interfacing with LIIF's Finance team and Fund Management team, and managing the Fund's pipeline and credit process.
- Create and steward broad and deep relationships with developers of affordable housing and childcare facilities, working closely with LIIF's National Director of Early Care and Education when appropriate.
- Know and be known to the community development sector (experience in the Coachella Valley preferred), with demonstrated ability to quickly build strong relationships with the public and private sectors.
- Present LIIF principles and products to attract lending opportunities in the marketplace; understand other financial offerings in the marketplace and contribute findings such that LIIF's policies and products are effective and competitive within the market.
- Create partnerships with other financial services providers, consultants, equity providers, local government agencies, public officials, technical assistance providers, and other stakeholders involved in community development work, all in careful coordination with LTF.
- Hold significant experience leading deal origination, structuring, underwriting, and closing for affordable housing developments.
- Lead or support other LIIF managers and LTR in developing relationships with Coachella Valley-based bank and philanthropic funders.

REPORTING RELATIONSHIPS

The Coachella DMD will report to the Western Region Market Director (Director), based in San Francisco. The Coachella Valley DMD will also work with colleagues in LIIF's childcare group on community facilities loans, as well as with LIIF's Strong Prosperous and Resilient Community Challenge (SPARCC) and Fund Management teams. The position will be housed at LTR's office in Palm Desert, CA.

MAJOR DUTIES AND RESPONSIBILITIES

Market Leadership

The DMD will hold senior stature in the marketplace, and, in addition to sourcing transactions, will work independently to identify, engage, and cultivate relationships with influential local partners (government entities, local trade associations, foundations), with a goal of discovering loan fund opportunities and other community development-based activities that will further the mission of LTR and LIIF.

The DMD will work closely with the Director to ensure that the lending activity in the region is meeting the goals of regional sustainability as well as LIIF and LTR's missions.

Relationship Development

The DMD will establish relationships with qualified housing developers and cultivate lending opportunities that the DMD will structure, underwrite and close. The DMD will develop relationships with local public sector representatives and local funders and communicate with third party lenders, attorneys and other outside groups as the need arises.

Product Development

The DMD will recommend to LIIF the structure of loan and grant products tailored to the unique opportunities and context of the Coachella Valley, as well as the developmental purpose of the Coachella Valley Affordable Housing Catalyst Fund. The DMD will lead securing LIIF's approval of these unique products through the LIIF approval process.

Catalyst Fund Governance and Oversight

The DMD will organize the meetings of the Catalyst Fund Advisory Committee, which will provide ongoing community voice into the work of the Catalyst Fund and Initiative. The Advisory Committee will be established by the LTR Board and will meet twice a year to hear reports on the progress of the Initiative, its accomplishments and challenges and to provide guidance and directions for how to improve its effectiveness within the Coachella Valley.

POSITION SKILLS AND ATTRIBUTES

The ideal candidate will have the following skills:

- Entrepreneurial drive and creative problem-solving capacity.
- Ability to design and recommend flexible and customized loan products and terms that match the needs of Coachella Valley market.
- Proven relationship-building experience with private sector financial institutions, public agencies, and development organizations.
- Experience in and passion for working in underdeveloped markets, small urban markets and/or rural areas, to assist LIIF and LTR in “market making” to expand affordable housing supply in the Coachella Valley.
- Ability to underwrite housing transactions; comfort with understanding deal structure, risks and mitigants.
- Ability to recognize the intersection of housing policy with capital availability, and a working knowledge of California housing policy.
- Familiarity with federal, state, and local government funding sources for multi-family housing, special needs housing, and childcare centers.
- Proficiency in analyzing financials of nonprofit organizations, for profit developers and real estate operations (in particular, rental housing).

The ideal candidate will have the following attributes:

- Strong interpersonal skills that enable positive, successful working relationships with a range of housing developers and childcare operators throughout the Valley.

- Resourcefulness and persistence toward the goal of building equitable housing development capacity and activity in the Coachella Valley.
- Deep commitment to equity and the values of LTF and LIIF, focusing on equitable development across the Valley.
- Collaborative style, welcoming other CDFIs and actors into Coachella Valley.
- Experience working directly with people from diverse racial, ethnic, and socioeconomic backgrounds.

HOW TO APPLY

On behalf of LIIF, Raffa – Marcum’s Nonprofit & Social Sector Group is working with LIIF’s Hiring Committee to advance the search.

To apply, upload your resume and cover letter by [clicking here](#). For other inquiries, contact Jill Fioravanti at jill.fioravanti@marcumllp.com. Resume reviews begin immediately.

LIIF, an EOE (Equal Opportunity Employer), believes that diversity ensures excellence. All qualified applicants will receive consideration for employment without regard to race, color, religion, sexual orientation, gender, or national origin.