



**Deputy Market Director**  
Low Income Investment Fund  
Coachella Valley, CA

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. The Deputy Market Director (DMD) will serve as LIIF's market leader in the 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. The position will be housed at LTR's office in Palm Desert, CA and will report to LIIF's Western Region Market Director (Director), based in San Francisco.

The DMD will:

- Provide the senior stature in the marketplace, source transactions, and independently identify, engage, and cultivate relationships with influential local partners to discover loan fund opportunities and other community development-based activities.
- Work closely with the Director to ensure that the lending activity in the region is meeting the goals of regional sustainability as well as mission.
- Establish relationships with qualified housing developers, public sector representatives and funders, and cultivate, structure, underwrite, and close lending opportunities.
- Communicate with third party lenders, attorneys, and other outside groups.
- Recommend the structure of loan and grant products tailored to the context of the Coachella Valley, as well as the developmental purpose of the Catalyst Fund, and secure LIIF's approval on these products.
- Organize biannual meetings of the Catalyst Fund Advisory Committee, which will provide ongoing community voice into the work of the Catalyst Fund and Initiative.

Candidates for the DMD position will demonstrate the following skillsets:

- Entrepreneurial drive and problem-solving capacity to design and recommend flexible loan products.
- Strong interpersonal skills and proven relationship-building experience with development organizations.
- Resourcefulness and persistence to build equitable housing development capacity in the Coachella Valley.
- Collaborative style, welcoming of other CDFIs and actors into Coachella Valley.
- Experience in and passion for working in underdeveloped markets, small urban markets, and/or rural areas.
- Ability to recognize the intersection of housing policy with capital availability; knowledge of California housing policy and funding streams.
- Proficiency in analyzing financials of nonprofit organizations, for-profit developers, and real estate operations. Ability to underwrite housing transactions; understanding of deal structure, risks, and mitigants.
- Commitment to equity and the values of LFR and LIIF, focusing on equitable development across the Valley.
- Experience working directly with people from diverse racial, ethnic, and socioeconomic backgrounds.

The salary range for this position is expected to be in the range of \$120-\$130K. For more information on the organization and the position, please see the full description [linked here](#).

To apply, upload your resume and cover letter by [clicking here](#). For other inquiries, contact Jill Fioravanti at [jill.fioravanti@marcumllp.com](mailto:jill.fioravanti@marcumllp.com). Resume reviews begin immediately. On behalf of LIIF, Raffa – Marcum's Nonprofit & Social Sector Group is working with the Hiring Committee to advance the search.

*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.*