



## **Housing Trust Silicon Valley Multifamily Lending (MLF) Manager**

Greater Bay Area, CA

## Multifamily Lending (MFL) Manager

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### About Housing Trust Silicon Valley

Housing Trust is leading the effort to create a strong affordable housing market in the greater Bay Area as one of the region's highest-volume nonprofit housing lenders. Serving people experiencing homelessness to renters to first-time homebuyers, we assist a wide range of residents with programs across the entire spectrum of housing issues. Since 2000, Housing Trust has invested \$446 million – creating over 24,000 affordable housing opportunities serving over 44,000 of our neighbors. Housing Trust has led the way in engaging local corporations and foundations in investing hundreds of millions of dollars to work with us to bring more solutions to the market all while experiencing several years of high growth in our lending business.

Housing Trust aspires to be a diverse and inclusive organization. We are committed to recruiting, retaining, and promoting diversity in our workforce and leadership to reflect the communities we serve. We believe differences in lived-experiences, cultural backgrounds, and diversity of thought are our strongest assets and contribute to our success.

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

### The Opportunity

The Multifamily Lending (MFL) Manager is a visible role within the affordable housing field in the greater Bay Area. This position interacts with senior leadership and managers within every department and supervises loan officers and credit analysts.

The MFL Manager plays a vital role in supporting HT's lending initiatives and partnerships with global technology companies which increase the capital available to facilitate and accelerate the pace of affordable housing production and strengthen HT's presence and footprint.

The position reports to the chief lending officer (CLO) and will be instrumental in successfully supporting HT's business development strategies for MFL. A successful candidate will have a history of demonstrated success in lending, a growth mindset, strong analytical, problem solving, communication, and management skills.

**The Manager's responsibilities include but are not limited to the following:**

### **Lending Initiatives**

- Maintain strong, positive, effective, and productive relationships with key capital partners, and serve as a lending and affordable housing expert resource.
- Collaborate with region-specific partners to grow lending initiatives that increase financing capital available for affordable housing development.
- Provide qualitative and quantitative analysis of new and existing lending initiatives; serve as thought partner with a focus on creativity and solutions.
- Effectively collaborate with HT's senior leadership team.

### **Management of Lending Team and Lending Programs**

- Manage, mentor and coach multifamily lending staff, through business development, loan structuring, underwriting, analysis of new loan requests and closing process.
- Support talent acquisition and lead performance management, staff development, recognition, retention; and cultivate a mission-focused environment of creativity, innovation, agility, work/life balance and strong performance.
- Serve as department expert on funding sources to ensure full deployment and compliance.
- Support in identifying process and system improvements related to MFL.

### **Lending Innovation and Business Development**

- Identify lending opportunities and respond to loan inquiries in HT's target market.
- Collaborate with CLO on key priorities such as developing new financing products, new lending strategies and research and development (R&D) and expanding lending relationships with BIPOC developers.
- Identify, manage, and grow strategic relationships with external stakeholders.
- Monitor the changing financing needs of affordable housing developers to inform new product development.
- Represent HT in a variety of industry groups and forums.
- Lead and coordinate marketing and communication efforts for business development purposes.

## Loan Underwriting, Administration, and Reporting

- Qualify, structure, and underwrite complex loans for affordable housing development, including predevelopment, acquisition, and construction; and develop loan proposals to present to loan committees.
- As needed, serve as resource and support to Loan Administration and Asset Management teams.
- Support smooth cross-functional responsibility for reporting, compliance, and maintain the risk rating system.

## Candidate Profile

While no one candidate will possess every quality outlined for this position, a successful candidate will bring many of the following professional qualifications and personal attributes:

- Undergraduate degree required in business, finance, or related field, plus 5+ years of community development or affordable housing lending experience.
- Strong people management and team leadership skills, with 3+ years of experience recruiting, nurturing, and motivating and growing talent with demonstrated success.
- Strong knowledge of loan structuring and high level of competency in negotiation and sales.
- Highly organized, ability to prioritize and manage multiple projects and assignments, and meet tight deadlines.
- Strong business development, presentation, analytical, and problem-solving skills
- Familiarity with federal, state, and local community development programs in affordable housing.
- Proficient in Microsoft Office, file management software (Box), and CRM software (Salesforce)
- Exceptionally strong written and verbal communication skills and ability to coordinate and communicate effectively across multiple levels of an organization.
- Skilled at collaborating across various levels of diversity including race, color, national origin, ancestry, sex, marital status, disability, religious or political affiliation, actual or perceived gender identity, age, or sexual orientation.
- Embrace a work culture that celebrates creativity and innovation.
- Ability to respond quickly and effectively to changing demands while continually delivering high performance.
- Ability to travel up to 40% of the time and work flexible hours as required.

## Compensation & Benefits

Housing Trust offers a competitive compensation package, including a bonus plan and benefits. This is an exempt, full-time position. Annual salary range for this position is \$140,000 to \$155,000.

## 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 [here](#). All inquiries and discussions will be considered strictly confidential.

Housing Trust Silicon Valley is an equal opportunity employer to all regardless of race, color, national origin, ancestry, sex, marital status, disability, religious or political affiliation, actual or perceived gender identity, age, or sexual orientation. Housing Trust is committed to diversity, equity and inclusion and our goal is to have a workforce (at all job levels) that is representative of the communities we serve.

## 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](http://www.koyapartners.com).