



JOB POSTINGS

Title: Vice President, Regional Production Officer
Company: Churchill Stateside Group
Location: Northeast, West and Southwest territories of the United States are open
Posting Date: February 2020
Closing Date: Until filled

About the Company

Churchill Stateside Group (CSG) is a real estate financial services company serving investors and developers in the affordable housing, renewable energy and historic tax credit industries, as well as commercial and multifamily real estate lending. CSG and its affiliates offer investment opportunities for its investor clients and financing for developers through FHA, USDA and conventional investor sources. CSG is a privately owned company that understands the value of building long-term relationships and taking care in all of our dealings with valued clients, employees and business partners.

Job Description

As a Regional Production Officer, you have the opportunity to originate debt and equity for affordable housing, conventional multifamily, senior living, and healthcare properties within a region in the United States for a nationwide lender and syndicator. CSG and its affiliates provide construction, acquisition, rehabilitation, interim, and permanent financing through FHA, USDA, and conventional sources. The core of CSG's business is affordable housing previously financed or to be built with federal and state Low Income Housing Tax Credits. Successful candidate will be motivated to source, execute and close acquisitions of apartment properties with an emphasis on providing debt financing for qualifying transactions. This is a growth opportunity where you will have the ability to build a Regional Production Group.

Major Responsibilities

- Solicit and manage new and existing relationships with industry owners, developers, and business partners.
- Maintain a thorough understanding of lending and investment criteria for various debt and equity programs offered through CSG and its affiliates, or others as developed.
- Source, evaluate, structure and negotiate terms of transactions with support from production administration staff; including initial screenings, evaluation of opportunities under various program policies and procedures, and issuing Letters of Intent or pre-application letters for equity and debt on behalf of CSG and its affiliates.
- Work with CSG's underwriting and closing teams to evaluate and resolve significant business points of transactions throughout the underwriting and closing process.
- Work with CSG's licensed broker/dealer affiliate to assist the Investor Sales team in the distribution of tax credit equity investments to institutional investors.

- Participate in weekly pipeline meetings to discuss the status of transactions, product developments, and company initiatives.
- Identify and participate in various industry-focused functions including conferences, networking events, forums and other marketing events in various states.
- Collaborate with senior management in the evaluation and identification of industry trends.
- Assist senior management in the development of strategic relationships, new product initiatives, and innovative solutions for and with its developer clients.
- Promote CSG as a dedicated and experienced member of the multifamily and affordable housing community.

Core Competencies

- An entrepreneurial, enthusiastic, and ambitious self-starter with the ability to identify opportunities to create and improve systems with minimal direction.
- Strong interpersonal communication skills, both informal and in presentation with a proven track record of developing and maintaining relationships.
- Displays appropriate professional standards and the highest degree of integrity while working independently or in a team-oriented setting.
- Strong analytical and problem solving abilities with an aptitude for accuracy and detail; actively prioritizes and manages multiple tasks through excellent planning and organizational skills.
- Successful candidates will be well versed in underwriting, evaluating and negotiating transactions with a thorough knowledge of apartment properties, markets, and operations.
- A comprehensive working knowledge of some or all of the following structures: Low Income Housing Tax Credits, FHA insurance, USDA guarantees, federal and local rental housing subsidy programs, Freddie Mac and FNMA loan structures including bond credit enhancement, and tax exempt bond structures typical of affordable housing transactions.
- Strong computer skills, particularly in Excel, Word, Outlook, and online research tools and databases.

Requirements

- BS degree in Finance, Real Estate, Accounting, Economics, or a related field.
- Minimum of 4 - 6 years' experience in tax credit syndication or mortgage banking originations.
- Experience working with tax credits either on debt or equity is preferred.
- Ability to travel extensively, working long hours, including some weekends as necessary.

Compensation

Compensation structure will be commensurate with experience and includes a comprehensive benefits package.