



## Vice President, Capital Strategy (West Region)

**NATIONAL EQUITY FUND, INC.** is a leading non-profit syndicator of Low-Income Housing Tax Credits (LIHTC) with a mission to create and deliver innovative, collaborative financial solutions to expand the creation and preservation of affordable housing.

### OVERVIEW

The Vice President, Capital Strategy is an investor's primary point of contact at NEF for new and ongoing affordable housing investments. This relationship manager actively participates in marketing to current and new investors and will collaborate with other NEF departments, including Originations, Project Management, Asset Management, and Special Servicing, to ensure the highest caliber of service and responsiveness to investors. This position will develop a deep knowledge of investor goals, priorities, and strategies and ultimately become a subject matter expert at NEF of their assigned investors. A Vice President level has significant Investor Relations or market knowledge and experience and ability to manage high touch investor & fund capital raise and strategy with minimal guidance and oversight of their MD or SVP.

**APPLY NOW**

### ESSENTIAL DUTIES

- Manage assigned relationships. Raise equity to be placed in multi-investor fund executions.
  - Develop a relationship with investors to learn about their investment needs and objectives, including Community Reinvestment Act (CRA) needs.
  - Coordinate with internal staff to identify appropriate product for each investor and track investor specific deal pipelines.
  - Preview new deals to investors with the goal of obtaining preliminary investor approval to proceed with internal NEF approval and LOI process.
  - Coordinate calls with investors to discuss pipeline opportunities and NEF funds and offerings.
  - Collaborate with fund management to structure the funds to maximize investor equity and CRA commitments, yields, and fund marketability.
  - Support the VP, Investor Relations Closing & Operations in closing investors into multi-investor funds.
  - Within NEF, represent investor perspectives and priorities.
- Lead the annual formation, capital raise, and structuring of 2-3 multi-investor funds across geographies and investor relationships.
- Lead the fund formation and capital raise for 1-2 regional proprietary investors, as needed.
- Lead the development and execution of a strategic business plan for assigned investors.
- Leverage existing professional network to strategically raise capital for NEF across business lines and products.
- Communicate the NEF investor strategy to internal stakeholders including investor relations, originations, credit, asset management, and construction risk management throughout the capital raise process.
- Travel to conferences, investor capital raise meetings, grand openings, and other investor specific events.
- Assist in general outreach to new potential NEF investors.
- Other duties as assigned.



#### THE IDEAL CANDIDATE

- Bachelor's or Master's degree in real estate, business, finance, urban planning or related field. Master's degree a plus.
- 7 or more years in commercial real estate lending, development, or investment. Must have experience in capital raising and structuring multi-investor funds. Prior LIHTC experience required.
- Strong financial negotiation skills/experience.
- Very strong presentation and communication skills. Proficiency in MS Excel, PowerPoint and Word.
- Ability to work well in a dynamic team environment.
- Ability and willingness to travel as required.

#### ABOUT NATIONAL EQUITY FUND

National Equity Fund, Inc. (NEF) is a leading non-profit, multi-family, affordable, real estate investment manager with a mission to create and deliver innovative, collaborative financial solutions to expand the creation and preservation of affordable housing. Through its Low-Income Housing Tax Credit (LIHTC) syndication platform and its lending and investing platforms, NEF generates opportunities rooted in its vision that all individuals and families across the country have access to stable, safe, and affordable homes. Since being founded in 1987, NEF has invested over \$24.5 billion, representing 242,500 new or preserved affordable homes for individuals, families, and communities in need across the country. NEF is Chicago-based and has donated more than \$240 million in grants to support its affiliate LISC's nationwide community development work. To learn more about NEF's impact, innovative financial solutions, and opportunities, visit [www.nefinc.org](http://www.nefinc.org).

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We offer a competitive salary, along with a comprehensive benefits package.

NEF IS AN EQUAL-OPPORTUNITY EMPLOYER

