



Loan Officer Western Region

ORGANIZATION: For over 25 years, CSH has been a game-changer for the most vulnerable people in our country:

- ✓ Helping communities create 200,000 homes for individuals and families who did not have one;
- ✓ Bringing hope to thousands who thought they would live on the streets or reside in institutions forever;
- ✓ Ensuring not only a stable home for each but access to the services that brought healthcare, recovery and training to their doorsteps;
- ✓ Changing the trajectory of lives away from poverty and despair and toward independence and economic sufficiency.

POSITION: If you have a burning desire to make a difference for people and families others have given up on and often say cannot be helped, we have a place for you. No cynics allowed. Not only has CSH proven supportive housing works and does change the lives of individuals facing acute disabilities, complex medical and mental conditions, substance use disorders and economic barriers, we have done so while creating a family of nationally-recognized experts who stay committed to our organization and mission throughout their careers. CSH offers empowerment, development and growth to those we serve and our workforce. We attract talented professionals, offer competitive salaries with benefits, generous family leave and PTO, and fully embrace the philosophy that a sustainable work-life balance is desirable and achievable. With the aim of attracting good people who possess the confidence and drive to get the job done to build a better world, CSH is now accepting applications for a Loan Officer in our Western Region. Preference will be given to candidates in Los Angeles, but candidates from other locations in our Western Region will be considered.

As a valued member of our team, the successful applicant will originate loans for quality supportive housing developments and provide assistance to government partners in shaping financing and development policies and programs to create stronger systems that support and expedite the production of supportive housing.

- Provide technical assistance to nonprofit, for-profit and public organizations around the financing, creation and operation of supportive housing.
- Originate loans based on thorough review and analysis, comprehensive due diligence and sound risk assessment.
- Analyze project feasibility and the capacity of development teams and propose loan structures that meet borrower needs while advancing CSH's strategic priorities and credit policies.
- Prepare and present loan recommendations to credit committees.
- Cultivate strong relationships with industry partners and developers including public and private agencies, funders, financial institutions and external partners.
- Market CSH's loan products and expertise resulting in a robust lending pipeline which you will help monitor and manage.
- Partner with CSH Los Angeles and other Western Region staff to identify lending opportunities resulting from programmatic activities.
- Contribute to the Region's systems change efforts including commenting on local and state financing regulations and programs and facilitating conversations between the development and public financing community.
- Actively seek and garner feedback from developers on supportive housing development policies and financing programs and use this feedback to inform and improve lending products and policies that support innovation while meeting developer needs.
- Advance CSH's strategic priorities through your Loan Officer role, including building the supportive housing industry by leading trainings and workshops, representing CSH at conferences and events and working closely with colleagues on special projects, innovative ideas and programs that advance the creation of supportive housing in Los Angeles and the Western Region.

The qualities we are looking for include an adaptive, entrepreneurial problem solving approach. Candidates should be driven by strategic thinking executed with creativity and flexibility. It is important to welcome and pursue new ideas and visions for supportive housing and the role it plays in solving complex problems.

- Bachelor degree required. Experience may substitute for education.



- Minimum 5 years' experience in low income or supportive housing development, underwriting or funding field.
- Extensive knowledge of the Low Income Housing Tax Credit Program and familiarity with state and other federally funded affordable housing programs.
- Familiarity with the entitlement process, zoning and planning and challenges for low- income or supportive housing developers.
- Familiarity or interest in issues related to supportive housing including homelessness, low income housing development, finance, state and local housing finance policies, service needs, community development and planning, mental illness, AIDS, harm reduction or public housing.
- Strong analytical, interpersonal, facilitation, communication and presentation skills.
- Demonstrated skills using Microsoft Office Suites. Experience with loan servicing or CRM programs a plus.
- Demonstrated success building quality teams, trusted relationships and setting and managing performance and mentoring and coaching development partners in the areas of real estate development and housing finance issues.

CSH staff are mission driven, we take initiative, pursue goals with minimal supervision and are adept at managing multiple assignments effectively.

Interested in joining our team as a leader in the national supportive housing movement?

To Apply: Candidates should apply by clicking on the link below. All candidates should attach their **Resume, Cover Letter and Salary Expectations as one Microsoft Word or PDF document.**

<https://csh.csod.com/ats/careersite/jobdetails.aspx?site=1&c=csh&id=50>

CSH is proud that it always has been and always will be an Equal Opportunity Employer.