



REGIONAL DIRECTOR SOUTHEAST WISCONSIN

WHO WE ARE

In its capacity as a Community Development Financial Institution (CDFI), Forward Community Investments (FCI) builds stronger and healthier communities by providing loans, advising and grants to mission-based organizations that address the root causes of racial inequities and socioeconomic disparities and support initiatives that improve equity and make positive change possible.

<http://www.forwardci.org/>

Our Vision is an equitable and inclusive Wisconsin built on cooperative social action.

Our Mission is to act as an investor, connector and advisor for organizations and initiatives that reduce socioeconomic and racial disparities throughout Wisconsin.

Our Values: integrity, partnership, authenticity, love, racial justice, equity, diversity, accountability.

WHAT WE DO

Since 1994, FCI has supported Wisconsin-based projects and programs by providing loan capital, financial expertise and organizational capacity building for: affordable housing, community services and economic development initiatives. We have lent more than \$171 million to hundreds of mission-driven organizations, making a difference in the lives of more than 650,000 people.

WHAT WE NEED FROM THE REGIONAL DIRECTOR SOUTHEAST WISCONSIN

Reporting to the Chief Operations Officer, this role will have responsibility for three key areas in the Southeast Wisconsin area: Business development and retention; investor development and retention; and, maintaining FCI's visibility. Within those three key areas, responsibilities include maintaining current relationships; supporting the loan pipeline by identifying technical assistance needs; and, implementing plans to meet those needs; and, providing strategic direction for market activities in SE Wisconsin. In addition, this position will also be responsible for managing FCI lending initiatives; and, growing FCI's financial and investment-raising capacity in Southeast Wisconsin and national markets. In conjunction with the Senior SE Wisconsin Community Advisor, support FCI's vision and mission driven goals.

Tasks, Duties and Responsibilities

Business Development

- Contribute to the loan production goals of Community Development Lending by assisting in the development of a strong pipeline of new SE Wisconsin customers.
- Identify and help to develop strategic relationships with partners and investors.
- Manage business development by introducing FCI loan products to potential customers, gathering information on prospects including the completion of the FCI Mission Fit questionnaire and facilitating the transition of borrowers from initial contact to the lending team.
- Maintain monthly customer and investor activity and results reports; and, provide information for annual reports, New Markets Tax Credits Allocation application and grant applications.
- Represent FCI at conferences, workshops, and webinars, as needed.



Resource Development

- Cultivate and maintain FCI's fundraising efforts with individual investors, foundations, banks, corporations and governmental agencies to secure donations and investments for operations and lending capital in Southeast Wisconsin.
- Coordinate, prepare and submit grant and investment proposals.
- Oversee the planning and executing of fundraising and community events in Southeast Wisconsin.

WHAT YOU NEED TO BE SUCCESSFUL

This position requires a person who is a self-starter with the ability to work independently. Must have a demonstrated commitment to promoting diversity, equity and racial justice. The ideal candidate should have a Bachelor's Degree (minimum requirement); 5+ years of work experience in real estate and/or business lending; experience working in multicultural environments; familiarity with community, economic and civic development methodologies and a passion for mission-driven work.

Other qualifications include:

- Proficiency in analyzing financial statements of for-profit and nonprofit organizations and their operations would be a plus;
- Strong creativity and strategic thinking skills;
- Strong time management and organizational skills;
- Ability to lead projects to successful outcomes;
- Work experience at a nonprofit, CDFI or financial institution would be a plus;
- Working knowledge of New Market Tax Credits would be a plus;
- Ability to travel, maintain vehicle insurance, and a valid driver's license are required;
- Flexibility to occasionally work evening and weekend hours.

COMPENSATION PACKAGE

FCI offers a full compensation package including health coverage for employee and family; paid time off; travel allowance; access to professional training and an employer-contributed 401K plan. Salary is commensurate with experience. The position is 100% time and is currently a remote position.

FCI is an equal opportunity employer.