



Massachusetts Housing Finance Agency
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JOB POSTING

Multifamily Originator – Real Estate Lending

Since its inception in 1966, MassHousing has supported affordable home ownership and rental housing opportunities throughout Massachusetts. The Agency has provided more than \$22 billion for affordable housing in that time. Currently, MassHousing is seeking an experienced professional for the position of Multifamily Originator to continue the Agency's storied history of affordable housing funding.

The Multifamily Originator is responsible for originating multifamily debt financing opportunities for MassHousing. S/he will conduct outreach that complements and expands current business development efforts and utilizes prior relationships and contacts developed during previous job experiences. In addition, s/he will maintain and nurture relationships with a portfolio of existing borrowers. Working with others in Rental Business Development, Rental Underwriting and Asset Management, the Multifamily Originator will structure transactions that meet the needs of the borrower and reflect MassHousing underwriting standards. S/he will remain current about changes in the housing, community development and multi-family lending industries and will participate in external events to promote MassHousing's role in affordable housing throughout the Commonwealth. More specifically, the Multifamily Originator is responsible for the following:

- Marketing MassHousing's multifamily loan products to both existing and potential borrowers.
- Developing and maintaining relationships with existing and potential borrowers and serving as the primary point of contact as transaction pipelines are developed.
- Sourcing, pre-screening, analyzing and structuring potential loans with the assistance of Origination Analysts. Developing and presenting Term Sheets on debt offerings to borrowers. Serving as the primary contact with borrowers throughout the loan origination process.

- Working collaboratively with the Rental Underwriting, Legal and Rental Management divisions during the underwriting and closing process. Presenting transactions to the MassHousing Board and Subcommittees of the Board for approval.
- Monitoring borrowers' MassHousing loan portfolios and pro-actively initiating discussions regarding refinancing opportunities.
- Performing special assignments and other duties as requested.

Qualifications:

Bachelor's Degree required; preference for candidates with advanced degrees in Finance, Real Estate Management, Business Administration, or related field. Demonstrated history of academic success and professional development. Five to seven years of substantive experience in real estate finance and/or real estate. Knowledge of tax credit equity, government and private lending platforms, including credit enhancement and rental subsidy programs preferred. Knowledge of real estate finance fundamentals and financial analysis principles. Strong work ethic and the ability to work independently with minimal supervision, and as a member of a team. Strong interpersonal and written and oral communication skills. Excellent organizational and analytical skills with a high-level of attention to detail. Ability to multi-task and manage a high-volume workload accurately and effectively.

Salary: \$102,000 - \$159,000.

All positions at MassHousing require a customer service mindset, in accordance with our values: Integrity, Excellence, Collaboration, Respect, Accountability and Service.

MassHousing offers competitive compensation as well as an attractive benefits package. Serious candidates should send a letter of interest and a resume to Human Resources, MassHousing, One Beacon Street, Boston, MA 02108, or faxed to 617.624.9494, or emailed to jobs@masshousing.com. Please share in your cover letter how or from whom you heard about this career opportunity.

MassHousing is an Equal Opportunity Employer.