



Senior Originator

National Affordable Housing Trust

Location: Flexible

Reports to: President

Exempt Classification: Exempt

Status: Regular, Full-Time

NAHT Mission

People are the center of everything we do—the people who call our communities home, our staff, and our business colleagues. As a mission-first syndicator with a commitment to racial equity and inclusion, we strategically partner with developers and investors to create and preserve affordable, quality rental homes that promote thriving and resilient communities.

Summary of Position

The Senior Originator is a high-level position charged with leading the Originations efforts in specific markets to increase the number of quality tax credit developments resulting in syndication by NAHT through project origination, concept origination, and expanding relationships with current and new NAHT developer clients. This position is responsible for directing all aspects of the Origination process in their markets, including: evaluation and taking action to produce the pipeline and secure projects that NAHT needs to meet its revenue projections. This person will ensure that they work closely and successfully with Underwriting, Fund Management, the CEO, and the CFO to make sure the Originations & Capital Markets efforts can be sufficiently supported by other team members as well as NAHT's financial capacity (including warehouse line capacity). This position will also coordinate with NAHT's partners to pursue integrated production goals.

This position is responsible for securing and managing strategic developer partnerships in their markets that support the raising and deploying of impact investment capital in the market. This position will work closely with the NAHT team to identify innovative, differentiating impact opportunities that lead to an enhanced profile and stronger reputation in the market, further NAHT's mission, and support efforts to meet and exceed revenue targets. Originations Syndication has been a key financial business line for NAHT, and this position is responsible for aligning efforts going forward that effectively leverage mission, quality, and financial strength while meeting production and revenue goals.

Essential Functions

Specific responsibilities of the Senior Originator include, but are not limited to the following:

- Developing and maintaining successful relationships with Developer clients with similar goals and values of those supported by NAHT's Strategic Plan.
- Soliciting and securing Developer clients LIHTC equity projects opportunities initiating contact with potential new developers, soliciting, and obtaining opportunities to respond to equity requests for proposals.

- Securing opportunities to provide an Equity LIHTC bid opportunities for Mission aligned deals.
- Review initial financial structuring and analysis of proposed projects, to include project financial feasibility, availability of funding, and identification of risks, analysis services typically require detailed feasibility memos and related communications assessing financial feasibility.
- Reviewing financial models for use with Developer client bids.
- Overseeing Business Contracts (LOI) execution.
- Coordinating project meetings with partners necessary to drive the project and investments forward and remove barriers to project success at the deal or fund level.
- Maintaining close communication with NAHT team, specifically Capital Markets team members, lenders, government officials, and social service providers to move projects forward.
- Drafting agreements, contracts, and other relevant documentation pursuant to NAHT policies and procedures.
- Establishing, building, and growing relationships with various partners that provide a foundation for NAHT's success.
- Bringing innovative ideas, projects, and practices to the Originations & Capital Markets team and NAHT management, through regular interaction with industry resources, competitors, development partners, investors, and government organizations.
- Maintaining up to date knowledge of federal, state, and local government housing agencies in relation to tax credits, bonds, and other possible funding sources.
- Providing leadership, coaching, training, and direction to new and current employees throughout NAHT.
- Representing NAHT at industry events to effectively promote NAHT's brand.
- Coordinating with NAHT affiliate partners, including LIIF and SAHF, to establish and achieve agreed upon production metrics.
- Mentoring new and current employees. Providing leadership, training, and direction to NAHT employees on originations processes and procedures.
- Performing other duties as assigned.

Qualifications & Requirements

- Bachelor's degree in a relevant area of study such as business, business administration, marketing, urban planning, community development, real estate development, tax, or finance.) Master or other post-graduate degree preferred.
- 7+ years' experience originating LIHTC projects.
- Knowledgeable of HUD's regulating programs and financing.
- Excellent relationship management and business development skills.
- Excellent originations experience.
- Proficient in negotiating transactions, building, and managing strong client relationships and building consensus around proposals and recommendations, both internally and with clients.
- Demonstrated ability to communicate complex information in a clear and concise manner to various audiences, verbally and in writing.
- Excellent critical thinking and problem-solving skills are needed, along with the ability to make timely decisions.
- Excellent skills in managing multiple tasks requiring a strong attention to detail.
- Excellent analytical and organizational skills.

Physical and Environmental Demands

Work will be conducted in a hybrid office environment or may be remote. The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Employee must have the ability to provide regular and dependable in-office attendance (quarterly if remote) to support office interpersonal communication, face to face relationships and the collaborative nature of the position as determined by the Company.
- Employees must also periodically deal with interruptions due to activity in the work area.
- Travel up to 50% to client and project locations as needed, including local travel and airline travel. Candidate must have a valid driver's license.
- Must be able to undertake overnight travel.

Forward cover letter and resume to:

humanresources@naht.org

Or Mail To:

National Affordable Housing Trust
Attention: Human Resources
330 Rush Alley, Suite 620
Columbus, OH 43215

This position description is intended to describe the type and level of work that will be performed by a person assigned to this job. It is not an exhaustive list of all duties and responsibilities of a person so classified.

NAHT is an Equal Opportunity Employer and promotes excellence through the principles of racial equity, diversity, inclusion and belonging. All qualified applicants will receive consideration for employment without regard to race/ethnicity, age, disability, sexual orientation, gender, national origin, religion, and any other characteristics protected by applicable law.