

Growing Impact Investment Firm seeks Commercial Lending Professional

The Community Forward Fund Assistance Corporation (CFFAC) is seeking a seasoned commercial lender, with a keen interest in working with an innovative, values-driven team. We are part of a unique and growing impact investment firm - New Market Funds - that is focused in building and sustaining long-term community value. This is a unique opportunity to work with an exceptional team of dedicated professionals making a difference to the welfare of communities and the lives of individuals.

CFFAC is a securities registered investment fund manager, dealer and portfolio manager (restricted) that manages two investment funds – Community Forward Fund (CFF – <https://communityforwardfund.ca/>) and the Canadian Co-operative Investment Fund (CCIF - <https://ccif.coop/>). CFF lends to not-for-profit, charitable organizations and social enterprises. CCIF invests in Canadian co-operative enterprises. We are looking for a leader that shares our commitment to build and strengthen communities and create value for non-profit and co-operative enterprises.

We require a qualified commercial lender to work with us to manage our existing loan portfolios and grow our presence on the Canadian market. This a key new role that will focus on development of lending strategies, underwriting deals, working with the Investment Committees and executing transactions for CCIF and CFF.

To support the breadth and depth of responsibilities, you must have strong leadership skills, excellent communication skills, be proactive and “hands-on” and must be comfortable with working independently in a growing, dynamic business environment. You must have a demonstrated range of commercial lending experience and have the knowledge and experience to take a transaction from start to finish.

If interested, you should:

- be excited to be part of an innovative organization that is growing and evolving,
- be committed to working at a firm that is making a difference,
- share our values of investing in and building community capacity, and
- want to work hard, take pride in your successes and laugh with your colleagues.

Role Responsibilities

We seek an individual who can build on the achievements of CFF and CCIF, lead the transaction executions for both funds, work with the respective Investment Committees to seek loan approvals, and assist in finding new markets for Fund investments. As a member of the team, reporting to a Managing Director, and working closely with the Director – Community Lending, the key responsibilities include:

Deal underwriting

- perform due diligences and in-depth financial analysis

- provide a preliminary review of potential investments
- make investment recommendations for approvals by the Investment Committee
- work with team members to develop the investment structure, pricing and negotiate deal terms
- prepare and facilitate all investment documentation and security
- have accountability for the investment portfolio performance
- oversee the work of and mentor the Director – Community Lending
- collaborate with other team members of New Market Funds Inc. as required

Identifying investment opportunities

- development of an investment portfolio growth strategy in collaboration with the Director – Community Lending and the Managing Director
- work collaboratively with partner and sector organizations

Provide investment portfolio management

- monitor investment performance
- develop risk mitigation strategies
- development work-out plans for under-performing investments
- assess overall portfolio risk and propose portfolio enhancement strategies as required
- Investor reporting

Supervise and direct the work of the Director, Community Lending

Qualifications

Required Experience

- undergraduate degree, preferably in Business, Finance, Accounting, Economics, or engineering
- a minimum of 5 years of commercial lending experience with demonstrated incremental responsibilities
- diverse commercial lending experience including bridge equipment and real estate loans
- CFA, CA and/or CPA designation
- experience working with an investment fund desirable

Required Skills

- demonstrated verbal and written communication abilities including proficiency with Word, Excel and PowerPoint
- demonstrated ability to understand and assess financial information, regulatory information, leases and corporate documents
- ability to work independently and engage with team members that may be dispersed geographically
- willing to travel
- preference will be given to candidates who are bilingual and who have lending experience with co-operatives, not-for-profit other community organizations, and who have private equity placement experience

Registration

You must be qualified and able to be registered as a Portfolio Manager (restricted) and Advising Representative with the Ontario Securities Commission (and subsequently other provincial securities regulators) for the purposes of recommending investments to the funds and managing the portfolio of investments.

Position is located in Toronto, Ontario.

If you think this describes you and the role you are looking for, please submit a cover letter and a resume by email to info@newmarketfunds.ca with the subject line "Application: New Market Funds VP - Lending" by November 5, 2018.

New Market Funds and its affiliates are committed to equity in employment and diversity in our team, and encourages applications from all qualified candidates. If you are an applicant with a disability and require accommodation during the hiring process please contact us.

All qualified applicants are invited to apply. We thank all applicants; however, we will only contact those applicants selected for an interview.