Senior Community Investment Officer, Health & Housing
Location: California (Hybrid or Remote)

Who we are:

For over 30 years, CSH has changed the lives of people who have been marginalized and are our most vulnerable neighbors by:

- Helping communities create over 467,600 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; and
- Ensuring not only a stable home for each, but access to the services that brought healthcare, recovery and training to their doorsteps.

CSH has proven supportive housing can change the lives of individuals, families, and communities. We have created a team of nationally recognized experts who are dedicated to our organization and its goals. We offer competitive salaries and benefits, generous leave and paid time off, and fully embrace the philosophy that work-life balance is achievable. CSH is now accepting applications for a **Senior Community Investment Officer (SCIO)** to join our Community Investment (CI) Team in California.

Applicants must reside in the State of California. Preference will be given to applicants based in Los Angeles County, San Diego County, Orange County and the San Francisco Bay Area. If the applicant hired for this role is located near San Diego or Los Angeles, this role can be hybrid working out of a CSH office. Otherwise, this role will be remote.

Why we need you:
CSH is seeking a results-oriented individual committed to sharing their talent to support a mission-driven organization that leads efforts to expand housing and service solutions for highly impacted populations.

This position will be part of a newly launched multidisciplinary Health & Housing Initiative at CSH.

To advance the work of our Community Investment Team within this initiative, we need your expertise to launch a co-learning collaborative with supportive housing developers across the state that will inform both CSH's lending and State policy work around the intersection of Health and Housing funding. This position will work collaboratively with internal colleagues across our California State Policy and California Program teams to share learnings and advance policy changes related to Medicaid and Behavioral Health Services Act funded supportive housing projects and will originate loans for multi-family housing developments that include supportive housing throughout California. As a lender, you will be the Health & Housing subject matter expert on the team also provide technical assistance to our government and other partners to shape funding policies and housing production efforts to create stronger governmental systems that expedite the creation of supportive housing paired with healthcare resources.

What you will do:

This position is based in California and requires the ability to travel across the region. Occasional national travel may be required.

Candidates for a SCIO role will demonstrate sufficient experience and technical depth to strategically pursue, lead, and drive programmatic and lending goals independently with minimal supervision. You will:

- Develop and lead our lending strategy for projects throughout California that will include a healthcare funded component, particularly supportive services funded through Medicaid and projects funded with Behavioral Health Services Act dollars.
- Create and support a learning cohort of housing developers utilizing health care system funding resources. Leverage the expertise of the cohort to design and test new grant and loan products, including working capital loans and grants, and other innovative financing products to support the cohort's work.
- Market CSH's loan products and expertise, while cultivating a robust lending pipeline.
- Manage relationships with borrowers in California from intake through loan repayment.
- Partner with the other California Senior Community Investment Officers, our California Program Teams and State Policy Team to identify lending opportunities resulting from programmatic activities, while also contributing to the Team's efforts to expand and streamline supportive housing funding programs, particularly those that incorporate health care funding like Medicaid and Behavioral Health Services Act funding.
- Provide feedback on policies and financing systems where systems change can provide more streamlined and quality supportive housing pipelines.
- With the support of the Deputy Director of Loan Originations and Chief Lending Officer, support the creation of new sources of funding for supportive housing pipelines.
- Cultivate and maintain strong relationships with industry partners, including government agencies, banks, foundations, CDFI partners, and supportive housing developers and service providers.
- Establish and nurture relationships with borrowers, including gathering feedback on new strategies and barriers to create affordable and supportive housing.
- Originate new loans, analyzing the feasibility of multi-family affordable housing developments, and the capacity of development teams.
- Propose loan structures and terms that meet borrower needs, comply with our credit policies, and advance our strategic priorities.
- Underwrite loans based on thorough review and analysis, comprehensive due diligence and sound risk assessment, and present loans for approval to our internal and board credit committees.
- Support loan closing staff and loan servicing staff with loan closings and loan monitoring.

- Provide technical assistance to nonprofit, for-profit, and public organizations around the financing, creation, and operation of supportive housing, including trainings and represent the organization at conferences and events.

How we work:
CSH staff are adaptable, entrepreneurial, creative, and flexible problem-solvers. We are strategic thinkers who are committed to treating each other—and the communities we serve—with respect. You should share a passion for the CSH mission and possess the skills to meet the expectation of this role to help shape how we share our ambitious mission.

- Minimum of 7 years' experience in affordable or supportive housing lending or development.
- Particularly deep expertise in affordable or supportive housing development or finance including knowledge of how healthcare funding can be leveraged in housing development.
- Completed a Bachelor degree program. CSH recognizes all forms of knowledge, so additional education or education through lived or work experience is also recognized.
- A solid grasp of the Low-Income Housing Tax Credit program, Section 8 and other federal, state and local affordable and supportive housing finance programs.
- Familiarity of zoning processes and other land acquisition challenges for affordable and supportive housing developers.
- An interest in issues related to supportive housing, including homelessness, affordable housing development, public finance, public housing, community development/planning, or support service programs that address mental illness or substance use issues.
- Demonstrated success in project management, including creating work plans and building teams to advance housing development and finance-related activities that advance CSH's goals.
- Strong analytical, interpersonal, presentation, and communication skills with an ability to present to diverse stakeholders.
- Experience incorporating the perspectives of multiple communities in the consideration of impacts and outcomes of a decision-making process.
- Candidates seeking to work hybrid or remote must provide their own access to a secure high-speed internet signal (preferably hard-wired) at a capacity sufficient to support video, web, and email processing simultaneously based on their personal work environment. This is typically 100Mb and above.

Compensation:

CSH offers generous benefits, opportunities for professional growth, and competitive salaries based on geographic location. Our range for Senior Community Investment Officer, Health and Housing is:

- San Francisco $164,000 - $185,000
- Los Angeles $142,000 - $160,000
- San Diego $139,000 - $156,000

Our ranges are broad, and it is customary for candidates to join CSH at the lower half of the range to leave room for growth, learning, and development in the role and range. Pay rates are set using a 50-mile metro area approach; the ranges could vary up or down based on a candidate's location. It is uncommon for salaries to fall above the mid-point at the time of hire. We negotiate actual salaries with final candidates based on their exact location, experience in similar roles, and expertise related to the qualifications. This information is offered in support of our commitment to transparency.

Interested in joining our team as a leader in the national supportive housing movement?
To Apply: Candidates should apply through the link.

All candidates should attach their **Resume and Cover Letter as one Microsoft Word or PDF document.**