



*Building Healthy Communities
Where Low-Income
People Live and Work*

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Affiliates

BOSTON COMMUNITY
LOAN FUND

BOSTON COMMUNITY
VENTURE FUND

BOSTON COMMUNITY
MANAGED ASSETS

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Market Manager for Entrepreneurial Mortgage Company

Job Description

Sales and market manager for greater Boston mortgage company focused on urban neighborhoods and targeting properties, renters and homeowners in foreclosure. Company is in high growth phase with significant opportunities for growth and expansion. Strong focus on sales goals and performance and significant individual sales production are critical for success. Position requires sales and management skills, experience and an innovative approach to borrowers with problematic credit.

About the Company

Boston Community Capital is a Community Development Financial Institution with a 25 year track record of helping to build healthy communities where low income people live and work. Over the last two decades, BCC has developed from a small, local community loan fund into a nationally recognized, award winning CDFI with nearly \$600 million in assets under management, having financed over 10,000 units of affordable housing and helping to create more than 2,000 jobs. We are an innovative, entrepreneurial organization that values high performance, initiative and hard work. Management and staff are committed to success and community involvement.

Experience

5-10 years in sales and/or market management positions in a financial services company. Track record of high performance, goal driven sales production with target customer groups. Ability to develop new markets, products and sectors while controlling quality and expense. Knowledge of low to moderate income communities in greater Boston and experience working with community agencies and referral sources. Familiarity with residential mortgage and loan products and underwriting procedures. Existing Mortgage Loan Originator license desirable, but not necessary. Training to obtain license will be provided. Creativity, entrepreneurial approach with a team focus required, as well as strong and demonstrated business ethics.

Personal characteristics

Creative, flexible, self directed, mature leader actively involved in his/her community. Experienced in and comfortable creating and delivering presentations to diverse groups of customers, referral sources, and local officials. Competence in a language other than English a plus.

Compensation commensurate with experience.