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## **BUSINESS DEVELOPMENT MANAGER FOR NATIONAL EXPANSION OF MORTGAGE BUSINESS**

Boston Community Capital (BCC), a nonprofit Community Development Financial Institution (CDFI) with a 28-year track record of building healthy communities through socially responsible lending and investment, is seeking a Business Development Manager to help expand its nationally acclaimed foreclosure relief program, the SUN Initiative, to communities nationwide. The Business Development Manager will work closely with BCC's CEO and senior management team to identify target communities around the country, build relationships with key on-the-ground partners, negotiate partnership agreements, and launch SUN programs in selected locations.

Launched in late 2009, the SUN Initiative has been praised by community, elected and financial leaders, including Federal Reserve Chairman Ben Bernanke, as a pioneering, sustainable, and scalable strategy for tackling the foreclosure crisis that continues to ravage communities and put a drag on the economy. As the only program of its kind in the United States, it offers qualifying homeowners facing foreclosure the opportunity to buy back their homes at current market value and make monthly mortgage payments they can afford. On average, homeowners pay about 40 percent less per month on their new mortgages.

The SUN Initiative has provided more than \$60 million in mortgage financing for 291 properties to help almost 400 Massachusetts families remain in their homes. Borrowers' original outstanding mortgage principal has been reduced in the aggregate by more than \$30 million. The program is growing rapidly; in 2012, the SUN Initiative's volume of financing was triple the year before. And of the hundreds of mortgages SUN has renegotiated, nearly all of them of pay on time.

BCC has recently obtained financing that will allow us to expand the program beyond Massachusetts, working with partners in states hit hard by foreclosures. The Business Development Manager will play a key role in this expansion effort.

**Duties and Responsibilities:** The Business Development Manager must be a goal-driven, entrepreneurial self-starter with a demonstrated track record of delivering results. S/he will manage the expansion through each phase from community identification through launch, drawing on the CEO and senior leadership team and BCC's operational resources as needed to achieve expansion goals. S/he will need strong business development skills, good judgment, and the capacity to keep multiple people and projects moving in the right direction. Under the guidance of the CEO, s/he will:

- Use SUN's expansion criteria to identify target communities in cities around the country;
- Identify community leaders, funders and on-the-ground partners in each community and develop an inventory of resources needed and available to launch a successful program;
- Develop key relationships and negotiate partnership agreements between SUN and "target community partners" that define key roles and resources for implementation of SUN model;
- Work with SUN team and "target community partners" to determine how to adapt SUN's model to meet the target community needs, while ensuring the integrity of the SUN program and brand; Develop a launch plan for each target area, and work closely with SUN team and "target community partners" to implement, maintaining on-going communication with all key stakeholders;
- Provide start-up and on-going support for each region as appropriate. (Support will vary based on the target community's needs and available resources);

- Develop standards, agreements and monitoring protocols to ensure compliance with all applicable laws and regulations (state and national) and maintain the integrity of the SUN program and brand;
- Maintain regular communications with target communities to support knowledge sharing, troubleshoot, and compile key data to support SUN's broader goals of stabilization and for both individual low-income households and the communities in which they reside.

**Qualifications:** The successful candidate will bring many of the following qualifications and attributes:

- 5+ years' experience in business development and/or entrepreneurial ventures.
- Mortgage or residential lending knowledge including familiarity with applicable state and federal laws and regulations.
- Demonstrated ability to flourish in a small, nimble, entrepreneurial and mission-driven environment.
- Demonstrated record of creating, negotiating, and managing partnerships.
- Key member of a prior start-up team.
- An established network of industry partners to aid in the SUN mission.
- A team player able to work well with a diverse group of team members.
- Excellent communication, writing, media, presentation, and analytical skills.
- An intelligent, systematic thinker with excellent organizational skills and a creative "can-do" approach to risk-assessment and problem-solving.
- Demonstrated commitment to social, economic and political justice, consistent with the mission and goals of Boston Community Capital.
- Bachelor's Degree required. An MBA, JD, MPA or equivalent experience a plus.
- Willingness to travel.

**Compensation and Benefits:** Salary is based on experience and qualifications. Benefits include three weeks of vacation, medical and disability insurance, and generous retirement benefits.

**Background:** Boston Community Capital (BCC) has more than \$800 million in assets under management and is a fully self-sustaining nonprofit organization. To date, BCC has invested over \$900 million in underserved communities across the U.S., financing over 13,700 affordable homes, over 1.4 million square feet of inner-city commercial real estate, child care facilities and schools serving nearly 13,500 children, businesses creating over 4,000 jobs, 8 million kilowatt hours of solar capacity, over 2.5 million acres of sustainably managed timberlands in distressed, rural areas, and over \$60 million in residential mortgages through SUN. Although BCC operates nationally, the organization's main offices are located in the Dudley Square neighborhood of Boston. To learn more about SUN and BCC visit [www.bostoncommunitycapital.org](http://www.bostoncommunitycapital.org) and [www.SUNhomehelp.org](http://www.SUNhomehelp.org).

To apply, send a letter of application, resume, and three references via email to [SUNCareers@bostoncommunitycapital.org](mailto:SUNCareers@bostoncommunitycapital.org) including the subject line: "Business Development" In your cover letter, please indicate where you learned of this posting. Applications will be accepted until the position is filled. No phone calls or faxes, please.

**Boston Community Capital is an equal opportunity/affirmative action employer and encourages applications from women, people of color, persons with disabilities, and lesbian, gay, bisexual, and transgender individuals.**