

Common Capital, Inc. Job Search President

Founded more than 30 years ago, Common Capital, Inc. (CCI) is a community loan fund and non-profit organization committed to a thriving local economy in order to create positive social and community impacts. As a Community Development Financial Institution (CDFI), we promote community development and provide financial products and services to the communities of Western Massachusetts.

With roots in microenterprise lending, CCI is now a multimillion-dollar lender. From our alignment with Way Finders, Inc., the people we serve now have greater access to small business lending and home financing. Together, we can create more job opportunities and more homeowners, two important factors in building sustainable communities.

The President must develop, nurture, and lead effective working relationships with a diverse range of community partners, including financial institutions, local, state and federal governments, religious and other nonprofit organizations, foundations and socially minded corporations. The President is responsible for developing the direction and focus of CCI's short- and long-term strategy and securing the capital and resources to advance the organization and position CCI for continued success. The President is employed by Way Finders, Inc., is a member of Way Finders' Executive Team, and is accountable to the CCI Board of Directors. The president will continue to work with Way Finders and the CCI Board on the evolving relationship between the organizations.

The successful candidate will be an innovative thinker and have strong leadership, communication and entrepreneurial skills along with a clear understanding of the importance of both public and private sector engagement in community revitalization efforts. This individual recognizes the vital role that CDFI loan funds and the CDFI industry play in changing communities for the better, and is able to identify and recognize those key public and private partners who add value and bring needed resources to aid in our efforts to provide access to capital to region's underserved markets.

Essential Duties of the President:

Organizational Management and Development

- Develop, motivate and lead an empowered staff to implement CCI's strategic plan.
- Direct the performance of CCI's financing, technical assistance, training and organizational development strategies to strengthen performance and impact.
- Identify and implement best practices of successful CDFI and financial institutions worldwide.
- Build and sustain a diverse and inclusive staff and culture
- Maintain and develop working relationship with the Board of Directors and CCI partners.

- Ability to work in a larger setting with larger parent organization

Fundraising and Development

- Identify and cultivate leadership from key corporate, foundation, public sector and other prospective investor sectors who share an interest in community revitalization.
- Lead fundraising efforts with the CCI Board of Directors.
- Seek innovative and creative resource development strategies for CCI and the CDFI loan fund field.

Public Policy Leadership and Advocacy

- Actively participate in efforts to coordinate, participate, and otherwise support local partnerships which increase CCI's impact by integrating financing and business assistance with other vital community initiatives such as affordable housing, healthcare, and other human services.
- Champion strong relationships at the highest levels of local, state and federal government, as well as in the corporate and foundation arenas.
- Develop and foster partnerships with community organizations and other advocacy groups engaged in public policy issues.
- Bring visibility and thoughtful leadership to important issues, policies, and funding decisions that support the work of the CDFI industry.
- Represent CCI on community task forces, commissions and other policy bodies, as appropriate.

Build and promote the CDFI loan fund's role in community development through community leadership and external relationships

- Develop, nurture and lead a shared community development agenda through ongoing dialogues with local government, state agencies, other financial institutions and intermediaries, advocacy groups, and community-based organizations.
- Promote effective community development strategies to raise awareness of CCI and attract resources to targeted underserved populations and neighborhoods in the western Massachusetts region, with emphasis on the Pioneer Valley
- Provide leadership and support in implementing an effective ongoing communications strategy.

Key Capabilities:

- Master's degree in Business, Finance, Real Estate or related fields or commensurate experience.
- Ten years' experience in banking and lending, community development, or related field.

- Demonstrated track record in providing leadership and commitment for the development of strategic vision.
- Ability to establish priorities that align with a strategic plan and manage multiple agendas and programs effectively.
- Demonstrated ability to attract and sustain investments and funding.
- Strong oral and written communication skills, including public speaking experience in diverse forums.
- Knowledge, understanding of, and experience in community development strategies, including working knowledge of real estate related resource and capital development strategies utilized in real estate and community revitalization efforts.
- Entrepreneurial mindset and the ability to seek out creative approaches to community issues
- Proven ability to work in culturally and ethnically diverse environments.
- Strong interpersonal skills and ability to work effectively with a wide variety of people and organizations, including senior level corporate, philanthropic and public sector representatives
- Ability to inspire trust and motivate staff and partners.
- Experience building and facilitating relationships within and among various sectors.
- Demonstrated management experience, including staff development, financial management, and office administration.

Interested candidates must submit a Resume and Cover Letter no later than October 5, 2018. Candidates can apply on Way Finders' Career Page: [APPLY HERE](#)

www.wayfindersma.org/careers
www.common-capital.org

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