

August Leadership

SEARCH & LEADERSHIP ADVISORY

POSITION SPECIFICATION

Chief Investment & Network Officer

April 2022

Private & Confidential

OPPORTUNITYFINANCE 
NETWORK





We help money flow to people and places where traditional finance doesn't reach by maximizing the effectiveness of OFN member and non-member CDFIs through direct financing, learning opportunities, industry events, and advocacy.

About OFN

OFN is a leading national association of community development financial institutions. OFN was founded in 1986 to support and enhance the work of individual CDFIs by offering a national perspective and a collective voice. Since then, OFN's membership has grown and evolved into a network of more than 360 CDFIs with nearly \$30 billion in assets and our footprint is now nationwide. We provide capital, advocacy, and capacity building to help OFN member and non-member CDFIs create impact in rural, urban, and Native communities nationwide. OFN is also a CDFI. CDFIs invest in potential and promise and support future successes. We lend where it counts.

There is still much more to do. Providing access to responsible, affordable finance is the key to our success. We invite you to [learn more](#) about the **issues**, what's at stake, and what we at OFN **believe** is still possible to achieve.



**I NEED A LEADER AND A PARTNER WHO IS READY TO
FIGHT FOR BIG CHANGE IN OUR FINANCIAL SYSTEM**

America's Community Development Financial Institutions (CDFIs) have proven that it is possible to lend fairly and successfully to build the wealth of low-income American communities and households. Dedicated to the fight against poverty, CDFIs have earned the right to grow their capital and capacity and amplify their collective voice. **OFN needs a leader who is excited by this challenge of growth. We seek a rare combination-- a fighter with vision who is also a humble listener.** We seek someone who will build and grow our field of CDFIs by listening carefully to the experience, insight, and unique situation of our 360 members. We seek someone who will **nurture the 20+-person investment and network team** inside OFN as they move money to members, provide services, events and training and build a research capacity for members to justify their record and potential for impact. We seek someone who has **experience understanding the nuanced needs of Wall Street investors** but is ready to channel this knowledge towards the CDFIs who have built business models for growing small businesses, financing facilities in high poverty areas or closing the homeownership gap. **We seek someone with a hunger to persuade a next generation of investors that the impacts of CDFI work are worth the pricing and supports needed for real success in the areas of highest poverty.** Private companies have pledged to support a more racially just America, as well as an America that is committed to cleaner more resilient environment. We seek someone who can help us creatively translate these pledges into workable financial products that help CDFIs become the true "capillaries" of the American financial system. Our movement for financial justice and social change needs a fighter who is energized to use the current moment for long term change. **The Chief Investment and Network officer is a leader who is ready to walk softly into elite boardrooms and humble storefronts but carry a big torch so that both the CDFI network and investors can see the way.**

I invite you to review the attached and consider your potential to serve as the next Chief Investment & Network Officer of OFN. If you are an inspiring, energetic, entrepreneurial and collegial team leader with a track record of developing and executing on an ambitious strategic vision and advocating powerfully to mobilize and secure critical partnerships and resources to that end with a commitment to serve members of OFN and the communities they serve, we would be absolutely delighted to hear from you.

Most sincerely,

Lisa Mensah
CEO
Opportunity Finance Network



Position Overview

The Chief Investment and Network Officer (CINO) is responsible for the strategy, development, implementation, and risk management of OFN's financial services and network operations. The CINO is responsible for the oversight of OFN's current assets under management of \$1 billion, including its loans and investments to members and its role as a qualified issuer under the CDFI Bond Guarantee Program of the U.S. Treasury. The CINO will oversee the management and enhancement of these existing financial programs to ensure they continue to be relevant for our growing membership. The CINO also leads a team responsible for growing the membership of OFN and for the support services that will strengthen these CDFI members through peer events, training, and research.



Working closely with the Chief Executive Officer (CEO), Chief Financial Officer (CFO) and Chief Strategy and Operations Officer (CSOO), the CINO is responsible for developing new market opportunities which support OFN's strategic goals; and growing OFN's capital under management with new capitalization vehicles and new investors. This includes leading OFN's Finance Justice campaign to raise a new \$1 billion in loans and grants to be invested in the majority of OFN's 360 members.

The CINO is a member of OFN's Leadership Team and is responsible for the overall management of the Financial Services and Network Services team.

Core Responsibilities

STRATEGIC GROWTH

- Working alongside the CEO and CFO, the CINO will be responsible for growing OFN's capital under management with new capitalization vehicles and new investors
- Lead growth opportunities in the CDFI Bond Guarantee Program, CDFI Financing Programs, and Asset Management business with third-party investors
- Work with the SVP for Investment & Portfolio Management and the SVP for Investment & Network Operations to ensure that OFN portfolio currently \$1 billion of investments grows and maintains high level of quality

MARKET AWARENESS/ANALYSIS

- Research and develop market opportunities for new financing strategies, products, services, and systems to support OFN's strategic goals; and directly lead or participate in their design and implementation
- Develop and maintain a thorough understanding of the market forces and community needs that influence and impact the opportunity finance industry and OFN's business and strategic goals, reporting to the President & CEO with analysis and recommendation as appropriate

OPERATIONAL MANAGEMENT/TEAM LEADERSHIP

- With the CSOO, ensure that the internal team is fully capable of producing promised results of bold new growth in resources and reach
- Work in collaboration with the EVP of Network Services to guide and expand OFN network.
- Lead the Investment and Portfolio Management, Investment Operations and Network Services teams to create collaborative work environment

EXTERNAL ENGAGEMENT/MEMBERSHIP

- With the Chief External Affairs Officer (CEAO), ensure that core audiences understand the capabilities and needs of the CDFI members
- Represent OFN in numerous public speaking engagements
- With EVP for Network Services, develop and execute strategies to sustain and grow the OFN membership, including recruitment and engagement, training and development services, and research
- Ensure that OFN remains nimble and open for new opportunities to help its membership embrace new roles in energy efficiency, environmental resilience, small business lending, affordable housing, homeownership, and community facilities financing

Position Qualifications & Skills



- **Mission alignment:** A strong passion for, understanding of, and commitment to OFN's mission, vision and values
- **Advocate:** Familiarity with the CDFI industry is strongly preferred where one can interact constructively with diverse constituents and be a fearless advocate of OFN's fight to drive capital into low-income communities
- **Team player:** A collaborative team player who possesses good interpersonal skills to work across all levels of the organization with humility and a willingness to learn in all areas of our work
- **Strategic thinker:** Entrepreneurial, intelligent, quick seeker of knowledge able to strategically, creatively, and tactically analyze results and assist in implementing plans for increasing capital to communities we serve
- **Technical expertise:** Excellent lending and investment underwriting knowledge, with an understanding of the unique characteristics of the finance development community
- **Deep market understanding:** Keen understanding of financial markets and products, with exceptional financial market and qualitative analysis skills
- **Influencer/Development:** Ability to sell and champion opportunities for growth of the CDFI field to outside investors and stakeholders
- **Leadership/Management:** Demonstrated leadership, with ability to motivate and develop staff and manage a division independently with strategic direction
- Digital literacy and ability to navigate workplace technology
- Ability to manage a significant travel schedule (35% of time)

EDUCATION AND EXPERIENCE

- Bachelor's Degree or 12+ years of work experience in the financial services field in lieu of a degree; MBA or Master's Degree preferred
- 12+ years leading and managing a lending or investment team required
- Experience in credit risk analysis and management with formal credit training
- Experience in lending to financial institutions, corporate or structured finance, and community development lending preferred

Expressing Interest

August Leadership, a global firm with a leading Social Impact/Non-profit practice has been exclusively retained for this engagement. Leading the search are Nicole Kamaleson and Kristina Kalkman, Partners in the firm. They will be supported by a team of consultants and researchers.

To make recommendations or to express your interest, please email at ofn@augustleadership.com - All inquiries and discussions will be considered strictly confidential.

August Leadership and OFN are equal opportunity, affirmative action employers and are firmly committed to a policy against discrimination based on age, sex, race, religious creed, sexual orientation, disability or ethnic or national origin.

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