



President, Loan Fund

2022

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The Organization

Organization

BlueHub Capital is a mission-driven, nonprofit community development financial institution (CDFI) focused on building healthy communities where individuals and families with low-income live and work. BlueHub Capital uses a broad range of innovative financial tools to connect people and communities with resources and capital. One such tool is the [BlueHub Loan Fund](#), which provides capital to high-impact community development projects. BlueHub Loan Fund works with local partners to deliver vital elements for healthy communities.

Website

<https://bluehubcapital.org/>

BlueHub Capital Team

[The BlueHub Team](#)

BlueHub Loan Fund

What We Do

We believe everyone has a right to live in a safe and economically vibrant neighborhood with affordable housing, good jobs, high-quality schools and healthcare services. BlueHub Loan Fund helps connect low-income communities, many of them communities of color, with flexible financing to generate equitable and inclusive economic opportunity. We finance a wide range of real estate-related projects, including:

- Affordable housing, supportive housing and senior housing
- Early education and childcare facilities, afterschool programs and public charter schools
- Commercial development
- Community health centers
- Community facilities
- Healthy food access

How We Work

BlueHub Loan Fund works at the intersection of opportunity and mission—where our financing can bolster a project that meets the needs identified by the communities it serves. We work with partners on the ground to get the projects with powerful and positive benefits off the ground.

Where We Lend

BlueHub Loan Fund is a national lender with investments in 22 states, covering 75% of the U.S. population, and Washington, DC. In addition to our core markets in New England, the East Coast and Mid-Atlantic states, we work in strategic locations across the country where partners are seeking additional mission-driven capital.

What Makes Us Different

As a financing partner, BlueHub Loan Fund brings a unique breadth and depth of expertise. Thanks to the financial strength of BlueHub Capital, we have been self-sufficient for over two decades. That means we have the latitude to lend at the size, scale and complexity needed by our partners. It means we are flexible and willing to think outside the box to make the financing work. It also means we have the ability to invest in the technology and staff we need to be effective.

Our mission allows us to finance a broad range of projects too, from permanent supportive housing in communities with a high rate of unhoused individuals to start-up charter schools serving over-age and under-credited high school students.

The Position

Position Title	President, Loan Fund
Reports to	Elyse Cherry - CEO, BlueHub Capital
Team	The Loan Fund President leads a team of 10.
Location	Flexible in geography with a substantial presence in Boston, MA.
Position Summary	<p>BlueHub Capital is seeking an experienced, innovative and mission-driven Loan Fund President to lead BlueHub Loan Fund into its next chapter of growth and impact. As a key member of BlueHub Capital's senior management team, the Loan Fund President will oversee the community development lending activities of BlueHub Capital and contribute to the broader strategic direction of BlueHub Capital. Centering a commitment to communities with low incomes, the President will lead the Loan Fund with responsibility for new business development, loan originations, credit quality, portfolio management, measuring and communicating impact, financial self-sufficiency, innovative loan products and programs, partnerships and capitalization.</p> <p>Moreover, the President will serve as a strong leader and manager of a skilled team bringing sound business sense, judgment and discretion. The President will be an excellent communicator with the ability to navigate within a culture of deep commitment to mission, high performance standards for professional excellence, respect for the importance of each individual on the team, collaboration with community development partners (borrowers, lenders, funders, etc.), and a dedication to BlueHub's internal and external goals related to inclusive excellence.</p>
Responsibilities	<p>The President has many duties and functions aligned with the following four primary categories:</p> <ol style="list-style-type: none"> 1. Lending Oversight <ul style="list-style-type: none"> • Oversee lending team to identify, underwrite, close and manage high-impact community development loans for affordable housing, community facilities and commercial real estate. • Structure new loans to optimize community development finance value and overall portfolio risk. • Develop and maintain underwriting standards; mentor loan officers in each stage of the underwriting process; improve underwriting process to enhance efficiency while promoting quality and flexibility. • Supervise monitoring of loan portfolio, including preservation of credit quality and reporting to key stakeholders such as the Loan Committee, Senior Management Team and Board of Directors. 2. Drive Mission and Strategic Planning <ul style="list-style-type: none"> • Develop and implement mission-appropriate strategies to promote Loan Fund growth consistent with BlueHub's overall goals and direction. • Together with CFO, track Loan Fund budgets and projected liquidity; set new loan targets and generate financial projections. • Identify potential new funders, lending partners and customers. • Initiate and lead the development of innovative financing structures and products to serve low-income communities.

The Position

- Develop referral networks for uncovering new lending opportunities and lead competitive federal grant applications to help fund lending activity.
- Source new capital to underwrite risk of new products and expand capacity through innovative accessing of secondary and capital markets.
- Work with SVP of Learning & Impact Management to measure meaningful and positive impact of lending activity, and to support related reporting.

3. Senior Management Team

- Serve as an active member of BlueHub Capital's Senior Management Team, contributing to and taking responsibility for the success of BlueHub Capital as a whole.
- Coordinate business activity with Finance, Investor Relations, Communications, and members of senior management.

4. Talent Development

- Exercise managerial discretion in the supervision, direction, development of and succession planning for the Loan Fund staff.
- In coordination with HR, empower supervisors to coach and mentor their direct reports on career development.
- Conduct performance appraisals, make related pay and promotion recommendations, and define and fill new or open positions.

The Person

Pivotal Experience & Expertise

If you are interested in this position and have some core qualifications, please apply even if you do not meet all the job criteria. We welcome all interested applicants.

Passion for Mission. Passion for working to improve outcomes for communities with low incomes through community development finance. A creative thinker who can ideate and innovate; ideally with a combination of experience in the private, public, and nonprofit sectors.

Lending Acumen. Ability to manage community development finance team, portfolio and projects that would include complex loan transactions.

Management and Leadership. Ability to lead and manage diverse teams of junior and experienced professionals and to design and implement strategy to guide the Loan Fund and contribute to the broader direction of BlueHub Capital.

Communication/Interpersonal Skills. Skilled communicator with the ability to inspire and build trust amongst diverse stakeholders, both internal and external. Exceptional written and oral communication skills, including the ability to speak in public settings to a variety of audiences.

Culture Impact

Entrepreneurial and Innovative Approach: A leader who is hands-on and able to seamlessly move between guiding the strategic and operational needs of an organization's present and future state. An interest

and desire to roll up one's sleeves and help take an organization to the next level.

Presence and Credibility: An individual who is authentic, adaptable and able to inspire trust among various stakeholders; who brings confidence stemming from deep experience.

High EQ and Relationship Builder: An individual who is able to quickly build relationships of trust with others, who can effectively and collaboratively work with a range of individuals, and who can use their expertise to devise approaches and strategies for driving impact.

Nomination/Application Information

Nominations and Applications can be directed to the H&S Engagement Team at:
BlueHubLoanFundPresident@heidrick.com

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