



Position Title: Managing Director of Financial Programs:

Statement of Duties

The Managing Director of Financial Services will direct all financial programs offered to business clients of the Corporation. Execute a comprehensive long and short-range finance plans and strategies. This is in support of the Corporation's mission to provide capital so businesses can prosper in Rhode Island. Programs include, bond financings, loan funds, energy funds and other financing resources.

Essential Functions

- Responsibilities encompass the direct involvement or oversight of financing proposals, negotiation and closings, presentations to approving boards and authorities, compliance, record keeping and implementation as well as understanding of credit and capital needs and trends within Rhode Island and the local New England region. T
- Provide innovative strategies and guidance to the President to better align finance programs with Rhode Island business needs, creating new programs that strengthen Rhode Island's capital continuum.
- Direct the Corporation's financing programs, accounting and administrative operations serving as the Agency's liaison with capital providers of debt and equity capital to RI businesses, legislative fiscal staffs, federal and state external agencies, key vendors and private groups to develop and maintain working relationships critical to the successful implementation of the corporation's strategic initiatives and program of work.
- Participates and collaborates with the President and other senior staff in the corporation's business development-related initiatives and activities, provides guidance to staff on structure, requirements, content and implementation plans, identifies key stakeholders necessary for execution and implementation. Initiates outreach in conjunction with other senior staff or project manager, and reports and measures results as appropriate.