



Managing Director of Investments

Statement of Duties

The Managing Director of Investments is a key member of the Commerce Corporation's core executive team working to draw business to the area and get Rhode Islanders back to work. The purpose of this role is to develop and execute a portfolio investment strategy across multiple asset types and sectors for investments at varying stages of maturity.

Position Functions

The essential functions and duties listed below are intended only as illustration of the various types of work that may be performed. The omission of specific statements of duties does not exclude them from the position if work is similar, related or a logical assignment to the position.

Essential Functions

Portfolio Investment Strategy

- Identify and evaluate specific companies / investments / real estate investments and corresponding risks across the size spectrum, capital continuum, etc.
- Lead, negotiate, and close transactions and contracts.
- Complete transactions and mold investment tools to close the deals.
- Manage and monitor performance of ongoing investments.

Business Tax and Incentive Program Investments

- Develop, drive, and manage approvals process for investments and incentives.
- Assess businesses' applications for incentive programs.
- Perform financial and strategic business analyses in support of the above.
- Manage and / or monitor closed incentive investments.

Overseeing the Investment / Transaction Team

- Oversee a team of investment professionals with a diverse background in private equity, real estate, investment banking, government incentives, and/or consulting.
- Foster a high-performing, well-integrated, collaborative, and respected function that furthers The Commerce Corporation's strategic plan.
- Carry out supervisory responsibilities in accordance with the organization's policies and applicable laws, including training employees; planning, assigning, and directing work; appraising performance; rewarding and disciplining employees; addressing complaints; and resolving problems.