



## Managing Director of Financial Programs

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### Statement of Duties

The Managing Director of Financial Services will direct all financial programs offered to business clients of the Corporation. Develop and execute 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 financing, loan funds, energy funds and other financing resources.

### Position Functions

*The essential functions and duties listed below are intended only as an 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

- Direct several Corporation and State of Rhode Island financing programs, including, but not limited to, the Small Business Loan Fund, the State Small Business Credit Initiative, the Rhode Island Industrial Facilities Corporation, the Rhode Island Industrial-Recreational Building Authority, and the Renewable Energy Fund. Provide direct oversight and managerial guidance to staff that administer these programs.
- In directing the Corporation's financing programs, serving as the Agency's liaison with capital providers of debt and equity capital to Rhode Island businesses, legislative fiscal staff, 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 work.
- Responsibilities encompass 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 and beyond Rhode Island.
- 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.
- Participate and collaborate with the President and other senior staff in the Corporation's business development-related initiatives and activities, providing guidance to staff on structure, requirements, content and implementation plans, and identifying key stakeholders necessary for execution and implementation. Initiates outreach in conjunction with other senior staff or project managers and reports and measures results as appropriate.

### Key Competencies

- **Strategic Thinking:** Ability to formulate effective plans aligned with the Corporation's objectives and to foresee the long-term impact of decisions.
- **Analytical Skills:** Proficiency in analyzing financial data, market trends, and complex information to make informed decisions and recommendations.
- **Management:** Ability to effectively manage teams and inspire staff.

- **Communication:** Excellent verbal and written communication skills for articulating financial strategies, negotiating deals, and connecting with stakeholders.
- **Problem-Solving:** Ability to identify problems and implement innovative solutions in an efficient manner.
- **Financial Acumen:** Deep understanding of financial management, budgeting, and financial analysis to direct sophisticated financial programs effectively.
- **Relationship Building:** Ability to develop and maintain strong relationships with government agencies, private groups, and other external partners.

## Qualifications

- A minimum of a bachelor's degree and 7 years of progressively responsible professional experience or equivalent combination of education and experience.
- Demonstrated experience in program development, leadership, and management, as well as a proven familiarity and experience in a federal or state government environment and experience working with sensitive and confidential information.
- Demonstrated experience with commercial loan underwriting, credit analysis, debt structuring, equity investing, and both public and private bond issuance.
- Familiarity with federal government financing programs (ex. SBA, US Treasury, EDA, and DOE).
- Excellent written and verbal communication skills. Must be able to collect and summarize information from a broad base of sources and develop materials that are informative and concise for multiple audiences in a variety of formats.
- Strong interpersonal skills and the ability to interact with and lead a broad coalition of community stakeholders across government, business, academia, and non-profit sectors.
- Proficiency in Microsoft, Word, Excel, PowerPoint, and Outlook.

## Supervisory Responsibilities

Responsible for the overall direction, coordination, and evaluation of the Financial Services department. Carries out supervisory responsibilities in accordance with the organization's policies and applicable laws. Responsibilities include training employees; planning, assigning, and directing work; appraising performance; rewarding and disciplining employees; addressing complaints and resolving problems.

*Rhode Island Commerce Corporation is an at-will employer; no employment contracts exist.*

*The Rhode Island Commerce Corporation (the 'Corporation') is an Equal Opportunity Employer. The Corporation does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status or any other basis covered by applicable law. All employment is decided on the basis of qualifications, merit, and business need. The Corporation will not tolerate discrimination or harassment based on any of these characteristics.*

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To be considered for this position, please apply at:

<https://secure.yourpayrollhr.com/ta/co8056.careers?ShowJob=604167962>