



## **Job Posting**

### **Managing Director – LIHTC Origination & Underwriting**

**Location:** Boston, MA (Hybrid)

**Reports to:** Chief of Investment Programs

**Classification:** Full-Time | Exempt | Officer Level VI

### **Position Summary**

MHIC is seeking a strategic, collaborative, and equity-focused leader to serve as Managing Director – LIHTC Origination & Underwriting. This highly skilled individual will have full responsibility for managing MHIC's equity investment platform, which includes Low-Income Housing Tax Credit (LIHTC), State LIHTC (SLIHTC), and the Healthy Neighborhoods Equity Fund (HNEF). The Managing Director will lead the sourcing, structuring, underwriting, and negotiation of LIHTC investments, ensuring alignment with MHIC's mission to create and sustain affordable housing and equitable communities.

As a senior member of MHIC's leadership team, the Managing Director will report directly to the Chief of Investment Programs, serving as the organization's in-house expert on LIHTC and playing a critical role in shaping investment strategy and execution.

This is a unique opportunity to help lead one of the region's most respected community investment organizations, working at the intersection of finance, equity, and housing.

### **Organizational Overview**

For 35 years, MHIC has been a leading financier of affordable housing and community development across New England, investing over \$3.4 billion to support healthy, equitable neighborhoods. With a proven record in rigorous underwriting, creative deal structuring, and strong investor relationships, MHIC has financed more than 680 developments, representing over 26,500 affordable homes and 7.3 million sq. ft. of commercial space. Visit [www.mhic.com](http://www.mhic.com) or [LinkedIn](#) for more information.

### **Key Responsibilities**

#### **Deal Origination & Underwriting**

- Lead all aspects of LIHTC origination, including pipeline development, preliminary feasibility analysis, and relationship-building with developers.
- Serve as the primary underwriter for LIHTC transactions, conducting financial modeling, risk assessment, and due diligence.
- Negotiate terms and structure transactions to balance developer needs, investor requirements, and MHIC's mission.
- Prepare and present investment memoranda to internal committees and external partners.
- Ensure underwriting practices are rigorous, consistent, and compliant with internal and regulatory standards.

#### **Leadership & Team Development**

- Provide strategic leadership and technical guidance to Community Investment staff engaged in LIHTC underwriting and closings.



- Build and mentor a high-performing team, ensuring strong technical capacity, collaboration, and alignment with MHIC's mission.
- Serve as the organization's senior technical expert on LIHTC origination and underwriting.

### **Business Development & Partnerships**

- Cultivate and manage relationships with affordable housing developers, community-based organizations, syndicators, and public agencies.
- Proactively source new LIHTC investment opportunities and maintain a robust origination pipeline.
- Support and provide technical assistance to emerging and diverse developers.

### **Strategic Leadership & Collaboration**

- Work closely with the Director of Capital Development and other senior leaders to align investment execution with MHIC's strategic objectives.
- Contribute to product innovation and strategic planning to expand MHIC's role as a leading LIHTC investor.
- Monitor market trends, policy developments, and competitive activity to inform MHIC's equity strategy.
- Support internal initiatives to track impact, improve systems, and strengthen team culture.

### **External Engagement**

- Represent MHIC at industry conferences, investor meetings, and public forums.
- Contribute to public policy advocacy aligned with MHIC's mission.
- Build MHIC's visibility as a thought leader in equitable community investing.

### **Culture Fit**

At MHIC, we are collaborative, mission-oriented, and entrepreneurial. We are looking for a leader who:

- Brings a flexible mindset and can adapt to diverse teams, perspectives, and ideas.
- Thrives in a roll-up-your-sleeves environment and takes the initiative to move work forward.
- Combines analytical strength with a cooperative and partnership-driven work style.
- Values equity, integrity, and inclusion in all aspects of work.

### **Qualifications**

#### **Required:**

- 12+ years of progressively responsible experience in LIHTC origination, underwriting, and real estate finance.
- Demonstrated expertise in underwriting LIHTC transactions, including pricing, modeling, and negotiation.
- Proven leadership and team management skills.
- Strong financial and analytical skills with the ability to assess risk and structure complex deals.
- Strong interpersonal, analytical, and communication skills.
- Bachelor's degree in Real Estate, Finance, Urban Planning, Public Policy, or related field.

**Preferred:**

- Experience working with community-based organizations and emerging and diverse developers.
- Strong lending experience is a plus.
- Experience with state tax credit programs, CDFIs, or impact-focused investment vehicles.
- Demonstrated commitment to racial and economic equity.
- Master's degree in Business, Finance, Real Estate, or related field.

**Work Environment & Benefits**

MHIC offers a hybrid work model, supportive mission-driven culture, and comprehensive benefits including:

- Competitive salary
- Generous medical, vision, and dental coverage
- 401(k) retirement plan with up to 8% employer match
- 12 Paid holidays, generous PTO, and professional development opportunities
- Subsidized commuter benefits and free legal services

**Compensation Range**

\$185,000-\$250,000. Final compensation will be based on skills and experience.

**To Apply**

Please submit a resume and cover letter detailing your qualifications and interest in the position to [coulibaly@mhic.com](mailto:coulibaly@mhic.com). Applications will be reviewed on a rolling basis until the position is filled.

*MHIC is an equal opportunity employer. We consider all qualified applicants for employment without regard to race, color, religion, sex, national origin, age, disability, genetic information, or any other status protected by applicable law. Hiring decisions are based on qualifications, merit, and business needs.*

*It is unlawful in Massachusetts to require or administer a lie detector test as a condition of employment or continued employment. An employer who violates this law shall be subject to criminal penalties and civil liability.*