

New Jersey Community Capital

Managing Director of Strategic Investments



NEW JERSEY
COMMUNITY
CAPITAL

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The Company

<p>Company Overview</p>	<p>In 1987, a group of New Jersey’s business, religious, nonprofit, and community leaders came together to create a new source of financing for New Jersey’s community-based affordable housing developers: the Community Loan Fund of New Jersey, Inc. (CLFNJ), now known as New Jersey Community Capital (NJCC). CLFNJ closed its first loan in 1988, a \$10,000 loan to create one transitional housing unit in Mount Holly. More than thirty years later, NJCC has evolved into one of the most impactful community development financial institutions (CDFIs) in the nation.</p> <p>We make loans and investments - including New Markets Tax Credits (NMTCs)—to empower the development, improvement, or preservation of affordable homes, quality schools and daycare centers, social service providers, small businesses, and economic development projects across New Jersey. We believe that building healthy, equitable communities requires us to think about capital differently. At NJCC, our work is driven by the fundamental vision entrenched by our founders — to always sustain deep roots in the communities we serve. This calls for a holistic and comprehensive approach to investing in all assets of a strong and healthy neighborhood: safe and stable homes, high-quality education, access to healthy food and green spaces, vibrant main streets with small business opportunities, and community spaces that mobilize and engage.</p> <p>Our Leading Principles: We are guided by a comprehensive and holistic approach to neighborhood revitalization that expands opportunities, builds upon existing community assets, improves individual and community health and well-being, and promotes economic growth to ensure that underserved communities thrive.</p> <ol style="list-style-type: none"> 1. Healthier Places 2. Economic Mobility 3. Community-Driven Strategies 4. Cross-Sector Partnerships <p>When we say that our mission is ambitious, we mean it. Our approach is multifaceted. Through integrative models of investment and financing, we expand opportunities and promote economic growth to strengthen neighborhoods, improve individual and community health and well-being, and ensure that underserved communities thrive.</p>
<p>Year Founded</p>	<p>1987</p>
<p>Website</p>	<p>To learn more about NJCC, click here.</p> <p>To learn more about our programs and initiatives, click here.</p> <p>To learn more about our leadership team, click here.</p>

The Position

Position Title	Managing Director of Strategic Investments
Location	New Brunswick, New Jersey
Reports To	President & Chief Executive Officer, Bernel Hall
Position Summary	<p>New Jersey Community Capital is seeking to hire a Managing Director of Strategic Investments (CIO) to act as a true business partner to the President & CEO, the Board of Directors, and the senior management team. Reporting directly to the President & CEO, the CIO will: collaboratively lead an investment team dedicated to making private investments for New Jersey Community Capital's Strategic Investment Group (SIG) and its integrated investment process (including establishing external partnerships to raise capital and drive deal flow); drive strategic planning and tactical implementation for SIG's investment portfolio; partner closely with NJCC's Lending and Finance teams on impact framework and research; work with specialist asset class teams across NJCC's platform on investments relevant to SIG; represent the firm in public forums; and support the firm's broader efforts across impact investing, suitability, and community development finance.</p> <p>New Jersey Community Capital's Strategic Investment Group (NJCC SIG) sits within NJCC and includes the Capital Asset Preservation Corporation (NJCC's real estate development arm), ReStart (NJCC's mortgage investment platform), and University Ventures (NJCC's State Small Business Investment Company). SIG will invest across private market asset classes, across the capital stack, and across sectors. In contrast to its wide investible universe, SIG has a focused and singular impact objective to improve economic outcomes for undercapitalized racial, ethnic, and gender communities in NJCC's target markets (defined primarily as Black, Latinx, Native American, and Women). To achieve said impact, SIG will provide capital to businesses or projects owned and operated by minorities as well as to businesses driving change in underserved communities (e.g., creating quality jobs). SIG's investment process integrates an opportunistic investment strategy with consistency and rigor as it relates to impact assessment, measurement, and underwriting.</p>
Responsibilities	<p>The role of the Managing Director of Strategic Investments at New Jersey Community Capital requires extensive knowledge of investments, investment management, and social impact.</p> <p>Finance</p> <ul style="list-style-type: none"> • 10+ years' experience of senior management in investment management, investment banking, or social impact investing. • Knowledge of community development. • Demonstrated skills in establishing and/or growing an investment management and/or real estate business, including planning, budgeting, staffing and executing. • Successful track record as an investor in private markets in the U.S. (e.g., Private Equity, Private Credit, Real Estate, Infrastructure, etc.) • Strong quantitative analysis and financial modeling skills. <p>Planning, Policy, and External Relations</p>

- Work with NJCC's President & CEO to grow capital for property acquisition and operation funds from a variety of sources, including foundations, investors, community development, and government entities.
- Source, execute, and maintain good relationships with key investors and funders.
- Participate in corporate policy development as a member of the senior management team and Treasurer of New Jersey Community Capital's Board of Directors.
- Engage senior management to develop short-, medium-, and long-term financial plans and projections. Review these plans with the appropriate committees of the Board of Directors.
- Represent the company to financial partners, including financial institutions, investors, foundation executives, auditors, public officials, etc.
- Remain up-to-date on nonprofit audit best practices and state and federal law regarding nonprofit operations.

Fund Management

- Co-create a strategy around co-investment partnerships: identify highly aligned investors, lenders, and donors that complement New Jersey Community Capital's integrated economic development offerings. Cultivate relationships that result in sourcing new investors and a productive co-investment community.
- Serve on the core team representing investment team needs for impact assessments and project management.
- Build a pipeline of investment opportunities by impact theme and asset class.
- Conduct due diligence and full analysis of select new investment opportunities; draft recommendation memos to present to the President & CEO and Board of Directors.
- Manage all elements of a transaction from due diligence through closing. Partner with New Jersey Community Capital's Finance teams to ensure accurate tracking of investments, reporting, and information sharing internally.

The Person

Pivotal Experience & Expertise

The CIO will be an experienced financial leader with at least 10 years of investment banking or social investment experience. They will ideally have experience working with CDFIs, ESG, or other equivalent spaces.

- An undergraduate degree in finance or accounting is ideal; an advanced degree (MBA), CFA designation.
- 10 years of experience as CIO, Investment Banking, and/or Private Equity Executive, preferably in a complex organization that has multiple affiliates and a track record of escalating knowledge of investment mechanisms. Experience with a large CDFI, bank, endowment, foundation, or social impact fund desired.
- Experience in a senior financial management role partnering with executive staff, resulting in the development and implementation of creative financial management strategies.
- Excellent written and oral communication skills.
- Demonstrated leadership ability, team management, and interpersonal skills.
- Excellent analytical and abstract reasoning skills, plus excellent organization skills.
- COVID-19 Vaccine Required: As of the first day of employment, you must be able to demonstrate proof that you are fully vaccinated (as defined by the CDC) against COVID-19, unless you are granted a medical or religious exemption in accordance with company policy.

Leadership Capabilities

- An "own it" attitude; a "doer" comfortable in a lean, informal, and free-flowing environment; solves problems collaboratively through open and constructive discussion. Proactive and is comfortable wearing many hats.
- Data-driven and biased for action. Able to make quick, calculated decisions with confidence.
- Provides a strong point of view as a key member of the senior executive team. Provides strategic vision and tactical execution to enhance revenue growth.
- Highly motivated; brings a high level of enthusiasm and energy; wants to win. Brings a scrappy attitude and is unafraid to roll up their sleeves and dive into the details.
- "Obsessed" with the customer experience, understanding that customer trust in the brand is mission critical.
- Team-builder; seeks to hire those "smarter" than themselves and never settles for less. Focused on developing internal talent and creating pathways for growth.
- Speaks up; unafraid to challenge/be challenged. Has zero ego and is honest and authentic. Has a keen ability to foster productive discussion and debate.
- Flexible; embraces change and has the ability to adapt. Can deal effectively with different personalities.
- Exhibits a stable personality, is able to give and take constructive criticism and demands high performance from both themselves and colleagues.

Engagement Team

Timothy Holt

Partner

Office: +1 (212) 699 3116

Mobile: +1 (201) 927 7513

Email: tholt@heidrick.com

Sara Szynal

Associate

Mobile: +1 (908) 578 8545

Email: sszynal@heidrick.com

Abby Fernandez

Executive Assistant

Office: +1 (212) 699 3197

Email: afernandez@heidrick.com

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