

## Vice President, Investment Banking - North Region

MassDevelopment is a quasi-public agency of the Commonwealth of Massachusetts that provides economic development services. Offering a wide range of finance programs and real estate development services, MassDevelopment supports economic growth, development, and investment across all sectors of the Massachusetts economy: public and private; commercial, industrial, and residential; and nonprofit, including healthcare, educational, cultural, and human service providers. Our staff works in collaboration with private- and public-sector developers, businesses, and banks to identify investors and leverage public and private funds to support economic growth.

This position is responsible for managing all aspects of bond structuring and issuance programs for MassDevelopment's North Region, which includes:

- Managing the issuance of tax-exempt and taxable private activity bonds in the region for manufacturing, environmental and non-profit borrowers
- Working with Agency sector specialists on financings for housing, infrastructure, energy and institutional non-profit borrowers
- Developing and maintaining relationships with borrowers, lenders, investment bankers, municipal officials and centers of influence
- Identifying new opportunities to assist borrowers with financing needs, both individually and in coordination with regional team members
- Assisting clients in formulating financing plans, including providing details on market information, refinancing opportunities, financing structures and placement options
- Coordinating transaction executions and closings
- Representing the Agency at events, including public presentations
- Completing ongoing relationship management follow-up and other related activities

Candidate must work closely with internal staff and diverse types of borrowers and market participants.

### **Qualifications:**

Bachelor's degree required; MBA or master's degree in finance preferred. Minimum seven years of relevant work experience, which includes investment banking, commercial lending, and/or financial advisory. Must be detail-oriented and demonstrate strong organizational, interpersonal and communication skills. Candidate must be proficient in Microsoft Office. In-state travel required. Some out-of-state travel required. Car and valid driver's license required.

Please do not contact agency staff directly. This posting can close without notice.

Submit resume, cover letter & salary requirements to:

MassDevelopment  
Attn: Human Resources  
99 High Street, 11th Floor  
Boston, MA 02110

Fax: 617-603-3112

Email: [jobs@massdevelopment.com](mailto:jobs@massdevelopment.com)

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