



## Senior Director, Research & Technical Assistance

**Status:** Full-time, Exempt  
**Location:** Columbus, Ohio (Remote work considered)  
**Salary Range:** \$90,000 - \$100,000 annually

### Application Submission Deadline: March 25, 2022

The Council of Development Finance Agencies (CDFA at [www.cdfa.net](http://www.cdfa.net)) seeks a motivated, well-organized and energetic individual to fill the position of **Senior Director, Research & Technical Assistance**. This position is critical to the continued success of CDFA's education, advocacy, research, resources and networking efforts. This position is responsible for ensuring CDFA delivers on its research projects, resource collection, educational offerings, partnerships, and content creation. This is an exciting and high-profile opportunity for an energetic and enthusiastic development finance expert to contribute to a great organization, working to create economic prosperity across the country.

The Senior Director, Research & Technical Assistance is a proven development finance expert with the ability to lead technical projects and support fellow CDFA team members to deliver CDFA's research projects, resource collection, educational offerings, partnerships, and content creation. More specifically, the Senior Director, Research & Technical Assistance will be responsible for the following tasks:

- Leading the development of CDFA's expertise in loan guarantee and small business lending programs
- Facilitating development finance workshops and teaching courses on access to capital strategies
- Building cohorts of development finance agencies across the U.S. who want to strengthen their lending programs to more effectively reach underserved borrowers
- Contributing as a technical expert on CDFA research and technical assistance projects
- Writing research reports on various development finance tools
- Working with CDFA members and local communities to improve their development finance programs
- Delivering technical presentations at CDFA events and other national industry convenings
- And, assisting with other duties and special projects as assigned by the President & CEO.

Remote work will be considered for this role. Travel is required with approximately 10-12 trips per year as determined by CDFA.

### Qualifications

Qualified candidates should have 8-10+ years of experience and be familiar with the principles of development finance with demonstrated expertise in small business lending. Previous employment with a development finance agency is desired. A bachelor's degree is required. Candidates should have excellent leadership, communication and presentation skills. In addition, candidates should have strong organizational skills and be familiar with Microsoft Office, working on the internet and using email routinely. Candidates must possess the technical expertise, writing and research, surveying and associated skills commensurate with a position of this nature.

The ideal candidate must possess the ability to work independently, with strong written and interpersonal skills, and a high energy level. The ability to work under deadlines and successfully handle multiple priorities and excellent relationship-building skills is a must. Possessing great communication skills including listening and



providing feedback is required. Finally, the successful candidate will be able to work in a team environment and contribute to all of the Council's initiatives.

While performing the functions of this job the employee is continuously required to talk or hear. Must be able to sit for extended periods of time. Frequently look at a computer screen for extended periods of time. Required to stand, walk, and reach with hands and arms.

### **Benefits**

CDFA offers a very generous benefits package, including 10 paid holidays, 17 days of paid vacation and 10 days of personal leave. Vacation time increases with tenure. CDFA also offers a comprehensive health insurance package with employer contribution and an industry-leading 401(k) investment program with a 4% match. Opportunities for travel, to create flexible working schedules, and to build a career with expanded responsibilities and advancement are offered in exchange for hard work and dedication.

### **Submission Criteria - Deadline: March 25, 2022**

Interested candidates should email a cover letter, resume, salary request, one writing sample of at least four pages and three professional/academic references. Candidates who fail to submit the required materials will not be considered for the position. Submissions should be sent to:

Human Resources  
Council of Development Finance Agencies  
100 E. Broad Street, Suite 1200  
Columbus, OH 43215  
jobs@cdfa.net

The projected starting date for this position is immediately based on finding a qualified candidate.

The Council of Development Finance Agencies does not discriminate in any manner contrary to law or justice on the basis of race, color, gender, sexual orientation, age, religion, disability, veteran's status or national origin in its programs or activities, including employment, membership, participation and sponsorship.

### **About CDFA**

The Council of Development Finance Agencies is a national association dedicated to the advancement of development finance concerns and interests. CDFA is comprised of the nation's leading and most knowledgeable members of the development finance community representing hundreds of public, private and non-profit development entities. Members are state, county and municipal development finance agencies and authorities that provide or otherwise support economic development financing programs as well as a variety of non-governmental and private organizations including bankers, underwriters, attorneys, financial advisors and other organizations interested in development finance.

The Council was formed in 1982 with the mission to strengthen the efforts of state and local development finance agencies fostering job creation and economic growth through the use of tax-exempt and other public-private partnership finance programs. Today, CDFA has one of the strongest voices in the development finance industry and regularly communicates with Capitol Hill, state and local government leaders and the Federal Administration. The Council provides a number of avenues for assisting the development finance industry including education,



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advocacy, research, resources and networking. CDFA is ultimately the conduit linking development finance professionals together.