Job opportunity | (Senior) Relationship Manager

The Massachusetts Housing Partnership (MHP), a non-profit public agency, is a national leader in affordable housing finance and a primary lender in Massachusetts for the financing of affordable and mixed-income rental housing. MHP has over $1.2 billion in credit lines from Massachusetts banks and is an approved Fannie Mae affordable multifamily lender and an FHA Risk-Sharing Program and MAP lender. MHP-financed properties include mixed-income developments for families, single-room occupancy housing, assisted living and other facilities serving the elderly, and properties serving special needs populations. MHP’s borrowers range from small non-profit and for-profit developers to some of the largest and most sophisticated developers in the Northeast. At MHP we celebrate diversity and are committed to creating an inclusive environment for all employees.

With a rapidly growing portfolio of multifamily loans, MHP’s Lending Team is seeking a Relationship Manager to retain, deepen, manage and develop new and existing business relationships. This person plays a critical role in the ongoing success of MHP.

If the successful applicant possesses the required qualifications and professional experience, he or she may be considered for a Senior Relationship Manager role.

Responsibilities: The Relationship Manager (RM) will develop new business relationships as well as retain and deepen existing relationships with MHP’s customers. This valued contributor will call on existing and prospective customers to identify their financing needs and how they align with MHP’s financing products. The RM will negotiate basic loan terms and transition prospective loans to a loan officer for underwriting and loan approval. The RM will have a detailed knowledge of MHP lending products and programs and be able to articulate them clearly to customers. The RM will have the expertise to discern which products best meet a borrower’s financing objectives.

Qualifications: The ideal RM candidate will have a minimum of 5 to 10 years’ experience in commercial/multifamily real estate finance. Strong sales, negotiation, communication and customer relationship management skills. Proven ability to develop and maintain customer relationships. Experience in understanding and interpreting financial statements. Excellent organization, writing, oral presentation and interpersonal skills. Ability to work independently and manage multiple tasks in a fast-paced environment. Experience with the Microsoft Office suite of products and knowledge of social media platforms is required. Familiarity with Fannie Mae and FHA multifamily programs a plus. Bachelor’s degree is preferred though not required.

A Senior Relationship Manager will have all of the above skills and a minimum of 10 years’ experience; a Bachelor’s degree is required.
A valid Massachusetts driver’s license is required and the ability to manage in-state travel (approximately 30%) and out-of-state overnight travel required from time to time, (approximately 5%). Must be able to climb, balance, reach, stand, walk, sit, push, pull, lift, finger, grasp, talk, see, hear and be capable of repetitive motion.

**Salary:** Commensurate with experience. MHP provides a comprehensive benefits package including health, life, dental, and disability insurance, flexible spending accounts, public transportation, first-time homebuyer, and other benefits. MHP offers a fully vested employer-matched retirement plan. Excellent opportunity to work with a dedicated, creative and passionate team.

**To apply:** Please send a cover letter (required) and resume to Ivette Timberlake, MHP, 160 Federal Street, Boston, MA 02110. E-mail: mhphr@mhp.net

*MHP is committed to creating a diverse workplace and is proud to be an equal opportunity and affirmative action employer. All decisions are based on business needs, job requirements and individual qualifications without regard to race, religion, color, national origin, gender, sexual orientation, gender identity, gender expression, age, past or present military service, status as an individual with a disability, or any other legally protected characteristics. MHP is committed to compliance with all fair employment practices regarding citizenship and immigration status. Reasonable accommodations may be made to enable individuals with disabilities to perform essential job functions.*