



POSITION DESCRIPTION

Western States Director of Community Healthcare Investments

Exciting position at the forefront of social finance and health.

ABOUT THE ORGANIZATION:

Vital Healthcare Capital (V-Cap) is an innovative social impact loan fund (CDFI) which finances quality care and good healthcare jobs in low-income communities across the U.S. V-Cap has a pipeline of high impact projects, \$35 million in capital and a goal of growing to \$100 million in 5 years.

V-Cap provides financing and technical assistance to help excellent safety-net healthcare organizations innovate and grow in a rapidly evolving healthcare sector. V-Cap focuses on integrated and person-centered care for low-income and vulnerable populations, including the elderly, at-risk youth, people with disabilities, and people with behavioral health needs. V-Cap prioritizes healthcare organizations that enhance job quality and job skills for frontline healthcare workers. V-Cap provides flexible facility, bridge and business loans.

This position can be based in California or Colorado. V-Cap is headquartered in New York, but national in scope, with initial activity focused in MA, NY, CO, and CA. For more information, visit <http://www.vitalcap.org/>.

ABOUT THE POSITION:

The Western States Director leads V-Cap lending and product development in Western States, including California and Colorado. This position develops and maintains relationships with prospective borrowers; sources, develops and performs due diligence for lending opportunities; and develops lending strategies to advance healthcare development in target markets. The Western States Director is responsible for cultivating V-Cap's strategic relationships with healthcare organizations, funders and investment partners, healthcare policy makers and other thought leaders to make V-Cap a valued strategic and financial partner to some of the most impactful healthcare organizations in otherwise underserved communities.

This is an ideal opportunity for a highly energetic, creative and skilled professional to join a great team, and have high impact on the health and economic well-being of low-income communities.

Responsibilities include, but are not limited to:

Business development:

- Source transaction opportunities and maintain a strong loan pipeline through active networking with healthcare providers in low-income communities, healthcare and workforce advocates, advisory groups, and other healthcare stakeholders.
 - Maintain and manage relationships with potential borrowers.
 - Develop opportunities into proposed transactions, including through consultation and technical assistance to potential borrowers.
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- Manage regional lending programs, including the Colorado Strengthening Primary Care loan program in partnership with the Colorado Health Foundation.

Loan screening and underwriting:

- Evaluate lending opportunities, including fit with V-Cap’s credit and impact guidelines.
- Perform initial due diligence review of potential borrowers, including detailed analyses of financials, organizational capacity, proposed use of loan proceeds, and market and regulatory environment.
- Work with V-Cap’s credit team to structure loans, identify and mitigate risks, and obtain credit approval.

Program and product development:

- Assess and identify capital constraints for healthcare providers in V-Cap target markets.
- Collaborate with funders and industry stakeholders to develop capital solutions to support providers’ ability to grow and mature their services.

CANDIDATE REQUIREMENTS:

The ideal candidate will possess the following qualifications:

- Demonstrated passion for working in a mission driven organization with a commitment to affecting positive change in low-income communities.
- 5+ years of professional work experience in community development finance, healthcare finance, commercial lending, or a related field.
- Strong analytic skills, including experience in financial or credit analysis.
- Exceptional interpersonal skills, with the ability to develop strong relationships across a diverse spectrum of stakeholders
- Strong written and oral communication skills, with the ability to represent to a diverse range of stakeholders.
- Strong project management skills including initiative, creativity, attention to detail, and ability to manage multiple parallel workflows.
- Ability to travel extensively as needed.
- MBA, MPA, MPH or comparable advanced degree preferred, and education or training must include finance and accounting.

COMPENSATION:

Salary and benefits are competitive and commensurate with experience.

LOCATION:

California or Colorado

QUALIFIED INDIVIDUALS, PLEASE APPLY:

To apply, please submit your resume, cover letter and salary requirements to recruiting@vitalcap.org, with “Western States Director” in the Subject line.

Vital Healthcare Capital is an equal opportunity employer, is committed to inclusion, and and welcomes candidates from diverse backgrounds.
