

# Community Development Relationship Manager III, Equity

## Please contact Vince Conrad/KeyBank Recruiter at 216.689.5654

Originate the production of community development focused equity investments and complimentary commercial loans throughout Key's national footprint. The incumbent is responsible for producing profitable revenue, deposits, and fee income while focused on meeting our Community Reinvestment Act (CRA) obligations. Partners with District and LOB teams to ensure effective product cross-sells and leveraging sales opportunities through the Community Bank. Drives new business opportunities by leveraging Centers of Influence (COI) and maintaining detailed knowledge of the Low to Moderate Income (LMI) market. Will demonstrate a disciplined sales approach and focuses on development of comprehensive banking relationship.

- Ensures effective client service through the delivery of client focused products and services that exceed client needs.
- Participates in industry conferences and workshops and promotes employee engagement activity. .
- Serves on community based boards and committees to represent Key within Districts and Regions.
- Serves as a liaison between the CDL team and various areas of the bank to resolve sales problems or answer questions.
- Effectively disseminates information to both internal and external clients regarding Key's positive impact and influence on the communities we serve through Community Development Banking's lending and tax credit investments.
- Partners with, among other groups, Credit Administration, Asset Management, Corporate Tax, Real Estate, Investment Services, and Equity Portfolio Management to maintain a satisfactory performing portfolio.
- Proactively identifies issues developing in LMI and affordable housing markets.
- Bachelors Degree Accounting, Finance, Urban Development or equivalent.
- A minimum of 5 years experience in community development, economic development and tax credit financing (direct and indirect).
- A minimum of 5 years demonstrated credit acumen experience in Corporate Tax, Tax Credit Financing, Financial Analysis and Commercial Real Estate Financing.
- Experience implementing creative selling and innovative problem solving techniques.
- Proven experience and broad understanding of government loan programs for housing development, small business and community investment.

PREFERRED QUALIFICATIONS

- Advanced college degree
- 10 plus years of experience in community and economic development or tax credit financing
- Demonstrated recognition as an affordable housing and/or economic development industry expert
  
- Business Acumen: Know how businesses work; knowledgeable in current and possible future policies, practices, trends, and information affecting his/her business and organization; knows the competition; is aware of how strategies and tactics work in the marketplace.
  
- Drive for Results: Can be counted on to exceed goals successfully; is constantly and consistently one of the top performers; very bottom-line oriented; steadfastly pushes self and others for results.
  
- Negotiating: Can negotiate skillfully in tough situations with both internal and external groups; can settle differences with minimum noise; can win concessions without damaging relationships; can be direct and forceful as well as diplomatic; gains trust quickly of other parties to the negotiations; has a good sense of timing.
  
- Customer Focus: Is dedicated to meeting the expectations and requirements of internal and external customers; gets first-hand customer information and uses it for improvements in products and services; acts with customers in mind; establishes and maintains effective relationships with and gains their trust and respect.

Cleveland or Seattle