

Rhode Island Commerce Corporation

Position Title: **Director of Financial Services**

Statement of Duties

The Director of Financial Services directs all of the financial programs offered. Programs include the RI Industrial Facilities Corporation (RIIFC) bond financing; RI Industrial/Recreational Building Authority (IRBA) Bond / Mortgage Insurance; Small Business Loan Fund (SBLF), Renewable Energy Fund (REF) energy funds and other financing resources.

Essential Functions

- Develop and executes a comprehensive long and short-range finance plans and strategies.
- Direct involvement or oversight of financing proposals, negotiation and closings, presentations to approving boards and authorities, compliance, record keeping and implementation as well as understanding of credit and capital needs and trends within Rhode Island and the local New England region.
- Provides innovative strategies and guidance to the Executive Director to better align finance programs with Rhode Island business needs, creating new programs that strengthen Rhode Island's capital continuum.
- Serve as liaison with capital providers of debt and equity capital to RI businesses, legislative fiscal staffs, federal and state external agencies, key vendors and private groups to develop and maintain working relationships critical to the successful implementation of the corporation's strategic initiatives and program of work.
- Participates and collaborates with the Executive Director, the Managing Director of Business Development and other senior staff in the corporation's business development-related initiatives and activities, provides guidance to staff on structure, requirements, content and implementation plans, identifies key stakeholders necessary for execution and implementation.
- Initiates outreach in conjunction with other senior staff or project manager, and reports and measures results as appropriate.