



Financial Services Manager

The Virginia Resources Authority (VRA), working with its state agency partners, provides Virginia localities access to cost-effective, sustainable, and innovative financial solutions for infrastructure projects that support vibrant and healthy Virginia communities. The Financial Services Manager role primarily performs credit analysis for loan requests and supports the bond issuance team.

Essential functions of the position include:

- Review loan applications, analyze complex credit applications, and prepare written credit reports recommending the security structure for the loans and negotiating loan terms
- Present credit recommendations to VRA credit committee and, as necessary, the VRA Board of Directors
- Enable information sharing with applicants and state agency partners, through due diligence calls, on site tours and status meetings
- Facilitate loan closings, including coordination with involved parties and review of financing agreements, exhibits, and other closing documents
- Assist with the management of revolving loan fund bonds, including new issuances, continuing disclosure, bond indenture requirements, and instructing activities conducted by the trustee
- Develop and maintain financial models for revolving loan fund programs concerning debt service coverage, program capacity modeling, and investment decision-making
- Assist with the management of investments and cash equivalents across VRA, inclusive of directing investment funds to investment managers, compliance monitoring, performance benchmarking, quarterly reporting, and meeting ongoing liquidity needs.
- Mentor and train new staff
- Support marketing and outreach efforts for participants in VRA programs
- Assist the Director of Financial Services in other program needs as required

Specific qualifications include:

- Bachelor's degree in finance, accounting or business-related field
- MBA or Master's degree in finance or business related field preferred
- Minimum of five years of related credit analysis or loan structuring experience (governmental experience preferred)
- Proficient in Microsoft Word, Excel, and PowerPoint
- Experience with DBC Finance preferred

Knowledge and skills:

- Strong attention to detail and accuracy
- Ability to prioritize and meet deadlines
- Advanced knowledge of public finance and/or public policy
- Strong problem-solving skills
- Ability to research and analyze financial data and convey technical ideas effectively
- Familiarity with loan documentation using common loan structuring
- Ability to interpret interrelated factors and overall effects related to issuing credit
- Experience creating, maintaining, and interpreting complex financial models
- Strong familiarity and ability to interpret financial statements
- Ability to communicate effectively, both orally and in writing
- Experience negotiating loan structuring and terms with counterparties of varying complexity

- Establish and maintain effective working relationships with Board members, state-agency partners, other external constituencies and the general public

VRA offers a comprehensive benefits package, including participation in the Virginia Retirement System, medical insurance, paid time off, subsidized parking, and training opportunities. The hiring range for this position is \$90,000 to \$110,000. Employment is contingent upon acceptable background and reference checks.

To apply, please submit a cover letter and resume to jobs@virginiaresources.org.

VRA is an equal opportunity employer.