



Real Estate Development

Regional VP Real Estate Development

Provide overall direction for the housing development projects in the region including identifying new development opportunities, project feasibility assessment, managing consultants, and assisting them with on-going project management and development activities.

Senior Real Estate Developer

Responsible for all phases of the development, acquisition, and preservation of affordable housing for Mercy Housing. Serve as lead project manager of multiple, complex, and publicly-funded multifamily developments. Conduct and oversee financial analysis, funding applications, project design, construction management, community outreach, and other real estate activities. Serve as a valued team member, collaborating effectively with other members of the real estate development team, Mercy Housing departments, and external stakeholders and consultants.

Project Developer I & II

Performs tasks associated with the finance, development, and acquisition of affordable, multi-family housing. Serves a lead role by acting as a resource for other team members, anticipating project needs, making recommendations, and demonstrating professional expertise in all functional areas.

Philanthropy

Regional VP - Philanthropy

Direct and expand the region's base of philanthropic support through research, proposal writing, submission of grant proposals and reports, and through other fundraising activities, which may include coordinating fundraising events to increase donor awareness. Team with regional leadership to identify, cultivate, solicit, and steward support from various sources which may include corporations, foundations, workplace giving campaigns, government funding, and faith-based funders. Work collaboratively with Resident Services, Real Estate Development, and Finance staff on development of grant materials and stewardship of funds. Supervise appropriate Philanthropy staff.

Associate Director - Philanthropy

Serves as a key public representative for a region of Mercy Housing. Identifies, cultivates, solicits, and stewards prospective donors, which may be corporate, foundation, government and/or individual. Sustains and expands a region of Mercy Housing's fundraising program



through research, writing, and submission of grant proposals and reports, individual appeals, and through other marketing and fundraising activities. Coordinates the stewardship of grant funds and builds relationships with grantor prospects and donors.

Resident Services

Regional Vice President of Resident Services

As a leader on the regional Steering Committee, oversees programs, staff, contracts, and services at each property in the region in accordance with the national program models for Resident Services. Works in collaboration with other Mercy Housing divisions to ensure that Resident Services goals are integrated into organization-wide initiatives and assists Philanthropy department in acquiring grants, donations, and government contracts where applicable. Participates in setting the strategic and budgeting objectives of the region of Mercy Housing.

Resident Services Director

Ensures that properties owned by Mercy Housing, Inc. (MHI) in the assigned Geographic Business Center (GBC) of MHI provide high quality resident programs and services. Directly supervises Resident Services (RS) Coordinators, Managers, and Case Managers within the region. Provides leadership and oversight to regional and site teams in the formation and implementation of resident programs and services as outlined in the Mercy program model. Works in collaboration with other MHI divisions to ensure that RS goals and mandates are integrated into organization-wide initiatives and assists Resource Development in seeking grants and donations necessary to support them. Administers the implementation of the current RS program model and outcome measurement at all selected sites to ensure standardized programs; monitors RS aspects of annual cash and accrual budgets; promotes RS program model and measurement system to partner agencies and other appropriate parties.

Resident Services Manager

Oversees programs, staff, and services at each property in an assigned region in accordance with the mission and core values of Mercy Housing and the national program model for Resident Services. Supervises other Resident Services Managers and/or manages Resident Services for a state or region with a large number of properties and programs. Properties may include different types of housing with varying program models.