



SENIOR VICE PRESIDENT, RELATIONSHIP MANAGEMENT

NATIONAL RURAL UTILITIES COOPERATIVE FINANCE CORPORATION DULLES, VIRGINIA

Founded in 1969, National Rural Utilities Cooperative Finance Corporation (“CFC”) is a nonprofit finance cooperative with more than \$30 billion in assets. CFC employs more than 250 people and serves close to 1,000 member-owners comprised of distribution systems, power suppliers, statewide and regional associations, and the National Rural Electric Cooperative Association (NRECA). CFC’s member-owners collectively serve more than 42 million electric consumers across 49 states. CFC’s two affiliate organizations, the National Cooperative Services Corporation (NCSC) and the Rural Telephone Finance Cooperative (RTFC), are privately funded member-owned cooperatives that provide specialized financing services to supplement those of CFC. CFC is governed by a 23-member Board of Directors, elected by member-owners across ten geographically defined districts. In addition to lending, CFC provides products and services that include education and training, financial tools, treasury services, and investment products. CFC adheres to its core values of **service, integrity, and excellence**, and follows the [seven cooperative principles](#).

CFC created this Senior Vice President, Relationship Management (SVP) role to provide strategic leadership to the organization and serve as the senior leader in developing new business and strategic partnerships, and identifying and negotiating new business opportunities to better engage members with CFC products and value-added services and increase loan volume. The SVP reports to the Chief Executive Officer and works with other senior leaders to establish strategies and implement operating plans and practices for CFC, RTFC, and NCSC. The SVP will travel nationally to meet with current and prospective member-owners and will manage a team comprised of 24 geographically dispersed Vice Presidents and Regional Vice Presidents.

ESSENTIAL DUTIES

- In conjunction with other senior leaders, drive CFC to achieve its business goals and objectives.
- Spearhead business and relationship development initiatives that are consistent with CFC’s overall strategy. Direct the development and execution of business development strategies to enhance member relations.
- Collaborate on strategy for delivery and execution of value-added services.
- Collaborate on the identification of new products and/or services designed to increase the number of, and strengthen relationships with, members.
- Work closely with other Senior Vice Presidents to design and develop market driven products to strengthen members’ value of ownership and engagement in CFC and its affiliates. Focus on strengthening relationships with members and statewide organizations.
- Manage the team to work collaboratively across all operating groups to identify products and services that meet members’ needs.
- Develop and mentor staff to ensure achievement of corporate talent objectives.



THE SUCCESSFUL CANDIDATE

To perform effectively in this position, the Senior Vice President, Relationship Management must possess expertise with utility financial strategies and best practices to be seen as a credible leader of other experienced subject matter experts and viewed as a strategic partner with current and prospective members. Ideal candidates will possess prior electric cooperative experience and a business development mindset as evidenced by strong communication skills, marketing, and member relations acumen.

Fully qualified candidates will possess a four-year degree from an accredited college or university, along with 15 years of relationship management experience, preferably in finance or in the cooperative utility industry. Demonstrated success and increasing level of responsibility managing operations and/or business development of a large financial services company, electric cooperative, or similar organization, is highly desired. A Master’s degree in a related field is preferred.

CFC is targeting individuals with the following knowledge, skills, abilities, and leadership traits:

- In-depth knowledge of Cooperative principles and the cooperative business model.
- Experience managing a cooperative or extensive knowledge of electric cooperative operations, along with a solid understanding of CFC’s membership.
- Business development and relationship management experience.
- In-depth knowledge of financial products and services, ideally in the utility space.



- Strategic planning and business objective execution abilities.
- Ability to establish a strong communication link and credibility with CFC’s membership through the highest level of Integrity, professionalism, mutual respect, and value added mentality.

NATIONAL RURAL UTILITIES COOPERATIVE FINANCE CORPORATION (CFC)

CFC is a values-based, non-profit, financial services cooperative that enables its electric cooperative members to deliver affordable and dependable electricity throughout more than half of the United States’ land mass, including the bulk of the nation’s rural communities. CFC provides members with the following capital, industry expertise, and consultative services to help them succeed in today’s dynamic environment:

Long-term shelf financing for electric infrastructure, such as distribution lines and power generation projects.

Emergency lines of credit so power can be restored quickly after natural disasters.

Specialized financing including **loan syndications** and **loan resales** through Farmer Mac and other partners.

Strategic planning and financial analysis

Financial education and training

In October 2020, CFC issued a \$400 million sustainability bond, the first such bond issued for and by the electric cooperative industry, to finance renewable energy and broadband initiatives benefiting rural communities. A second \$400 million sustainability bond to support electric cooperatives was offered in August 2022.

CFC maintains an A+ rating from Fitch Ratings, an A1 rating from Moody’s Investor Service, and an A- rating from S&P Global. CFC’s objective is not to maximize profit, but rather to offer members cost-based financial products and services. CFC’s financial goals focus on earning an annual minimum adjusted TIER of 1.10 and maintaining an adjusted debt-to-equity ratio at approximately 6-to-1, or below.



CFC (continued)

As of May 31, 2022, consolidated assets were \$31 billion. More information can be found at: <https://www.nrucfc.coop/>

DULLES, VIRGINIA

The community of Dulles is located in Loudoun County in the State of Virginia and is part of the Washington DC Metropolitan Area. The Dulles community covers roughly the southwestern third of Sterling, Virginia, another unincorporated community, and is considered to be one of the best places to live in Virginia. Dulles is home to Washington Dulles International Airport. Many families and young professionals live in the Dulles/Sterling/Ashburn/Leesburg area as it offers a mix of urban and suburban housing, restaurants, parks, and highly rated public schools. More information can be found at:

<https://www.visitloudoun.org/towns-and-places/sterling/>

COMPENSATION, BENEFITS AND RELOCATION

CFC will negotiate a competitive compensation, benefits, and relocation package that includes base salary and incentives commensurate with candidates' qualifications and experience.

Employees of CFC participate in NRECA's Retirement Security (RS) Program, which is fully funded by CFC. A 401(k) deferred compensation plan with a 2% CFC match is also available.

TO APPLY

The position will remain open until filled. Interested candidates should submit a resume and cover letter, no later than **October 3, 2022** to the following email. (Early responses welcome and appreciated.)

Patrick Prouse
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CFC is an Equal Opportunity Employer

