**RIHousing – Senior Secondary Marketing Analyst**

**Salary – $80,647.00 - $112,906.00**

**What it’s all about:**

This position is responsible for providing analytical and operational support to the Director of Finance and senior staff related to the functions and activities performed within the Secondary Market Department. The functions performed in this department include the following: evaluating and administering loan funding strategies, risk management, mortgage loan hedging, maintaining investor relationships, rate sheet generation, loan pooling and delivery, custodian relationship management and certification process, loan sale reconciliation, and pipeline data reconciliation. The Senior Secondary Marketing Analyst plays a critical role in the success of the Secondary Market Department by driving mortgage loan pricing strategy and ensuring efficient execution of loan sales. This role combines financial analysis, operational coordination, and data integrity to support the agency’s participation in the secondary mortgage market. The position will fully cross-train with other analysts in the Finance Department and will, from time to time, also be responsible for ad hoc analysis and reporting within the finance area, unrelated to the secondary market.

**What you’ll do on a daily basis:**

This position monitors market conditions, investor pricing, and pipeline performance to inform rate sheet development and maintains and enhances pricing models used to set daily loan rates and pricing. Incumbent will actively monitor the MBS market daily to ensure loans are priced and hedged in accordance with internal policies. The incumbent will interact regularly with broker/dealers as well as investor partners including Fannie Mae/Freddie Mac/Ginnie Mae.

The incumbent may report regularly to a Secondary Market Risk Management Committee, which will oversee the pricing and risk management function.

This position is part of a team responsible for the risk management system, which includes maintaining data integrity related to the loan pipeline, trade data, and fallout analytics within the system. The incumbent will manage the pricing data input to the system from several disparate data sources and will provide operational support for the system and troubleshoot system input/output and functionality. Incumbent will write advanced queries to be utilized in various analyses and risk management processes. The position is also responsible for the product and pricing system, maintaining and building pricing logic for all of the Agency’s single-family loan products.

Incumbent will be the lead on rate sheet generation, ensuring congruence between the rate sheet, the pricing model, and the best execution analysis for loan sale execution, and will assist in loan sale trading. Incumbent will analyze rate sheet and loan sale execution and will work closely with the Secondary Market Analyst- Pipeline Analytics on the allocation and delivery of loans to investors, and on the certification, processes related to MBS pools and whole loan sales. This position will reconcile all loan sales and instruct the wiring of pair-off monies to the MBS dealers and communicate these transactions to Accounting.

The incumbent will interface with the Homeownership Department, relative to loan pricing issues. The incumbent will contribute to tracking and confirming the process related to trades and trade settlements. The position also works with third-party MSR valuation firm to ensure accurate MSR valuations are incorporated into rate sheet, mark to market and best execution models.

**What you’ll bring to the team:**

* Responsible for the development, maintenance, and enhancement of pricing models
* Perform regular profitability analysis and reporting
* Member of a team responsible for the Interest Rate Risk Management Policy and Procedures
* Responsible for the oversight of the risk management system and the product and pricing system
* Produce and distribute Daily Rate Sheets and Position Reporting
* Contribute to the management of interest rate risk of the mortgage pipeline, including hedging, trading, and loan sales and deliveries
* Work closely with the Homeownership Department related to loan-level pricing and product development
* Perform lock desk-related functions with an understanding of their impact on loan committing, hedging, and interest rate risk
* Regularly report to the Secondary Market Risk Management Committee and senior management regarding pricing strategies and profitability, and the interest rate risk management function generally
* Will be expected to use financial expertise to undertake special analysis projects as assigned by the Director of Finance and senior management

**What you’ll need to succeed:**

* Bachelor’s degree in finance, business, data analytics, economics, or related field; Master’s degree (MBA or other quantitative discipline) preferred but not required
* Capital markets experience in a banking environment preferred, including secondary market experience
* Understanding of capital markets, mortgage-backed securities, and mortgage banking required
* Direct experience with TBA’s
* Direct experience in agency cash and MBS execution
* Knowledge of GSE loan eligibility and selling guidelines
* Strong forecast modeling skills. Excellent verbal and written communication, strong presentation skills, and exceptional attention to detail
* High degree of technical skills in software management, including secondary marketing software and Excel, and advanced Excel skills required

Not sure if you meet all the qualifications? Let us decide!

**Why RIHousing:**

* Mission-Driven Organization
* Dedicated Workforce
* Parking Stipend
* Medical/Dental/Vision/Life Insurance
* Paid Time Off
* Retirement Options
* Flexible Work Hours
* If Position Eligible, Future Hybrid Work May Be Available
* Education Reimbursement
* Onsite Fitness Classes
* Volunteer Days
* Winner of “Best Places to Work” 2016, 2018, 2019, 2021 – 2025
* PBN’s Worksite Health Award 2013 - 2024

**RIHousing**strives to ensure that all people who live or work in Rhode Island can afford a healthy, attractive home that meets their needs.  A good home provides the foundation upon which individuals and families thrive, children learn and grow, and communities prosper.

 To achieve our mission, we:

* Offer fair, affordable, and innovative lending programs.
* Provide housing-related education to consumers and others.
* Promote and finance sensible development that builds healthy, vibrant communities.
* Provide housing grants and subsidies to Rhode Islanders with the greatest need.
* Team up with partners to improve everything we do.

**RIHousing** uses its resources to provide low-interest loans, grants, education, and assistance to help Rhode Islanders find, rent, buy, build, and keep a good home. Created by the General Assembly in 1973, RIHousing is a privately funded public purpose corporation. RIHousing requires its employees to be highly motivated and knowledgeable, have a sound understanding of the changing needs of Rhode Island's housing market, be willing to work within and toward a smoothly integrated operation, demonstrate a commitment to serve the people of Rhode Island, especially those with low and moderate incomes in need of safe and affordable homes, and possess a high level of integrity and deep respect for all Rhode Islanders, including customers, partners and fellow employees.

Please apply through our career site: <https://www.rihousing.com/careers/>

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