

Principal for Capital Solutions & Investment, ChiForward

Location: Chicago, IL

If interested, please email your resume and cover letter to ChiForward@worldbusinesschicago.com. Utilize the following format in the subject line: Application for NAME – Principal, ChiForward

About World Business Chicago

World Business Chicago (WBC) drives inclusive economic development and job creation, supports business growth, and promotes Chicago as a leading global city. Our team collaborates with public, private, and civic leaders to advance Chicago's competitive strengths and expand economic opportunity across the region.

About ChiForward

Housed and backed by WBC—the city's public-private economic development partnership supported by the Mayor's Office and Chicago's business community—ChiForward is a new initiative to turn Chicago into a top destination for financial investment by curating the city's most transformative projects and connecting them with investors who are motivated by resilient returns and Chicago's growth.

Position Summary

The Principal for Capital Solutions & Investment leads ChiForward's deal-origination and capital-structuring function. This role connects high-priority projects with capital flows—and vice versa—by identifying aligned investors, designing financing structures, and tailoring pitches so they align with specific investment focus areas. This position reports to the Managing Director, ChiForward.

Key Responsibilities

- Possess an existing network of relationships with investors, civic partners, developers, and city agencies to source and shape high-impact investment opportunities.
- Conduct financial analysis and modeling to support investment cases and decision making.
- Map public-private funding tools and incentives (city, state, federal) to enhance project bankability.

- Develop tailored pitch decks for investor engagements and lead broader market research efforts to drive capital commitments.
- Design and execute targeted outreach campaigns and investor trips.
- Collaborate with the Lead for Portfolio Development to ensure project readiness matches and alignment with investor requirements.
- Identify and activate public-private funding tools, incentives, and policy levers to enhance project bankability.
- Track deal flow and maintain strong relationships with active and prospective investors.
- Represent ChiForward at investor convenings and sector-specific forums.

Qualifications

- 7+ years of experience in investment banking, private equity, real estate finance, or related capital markets roles.
- Skilled in investor relations, managing multi-stakeholder processes and aligning diverse interests.
- Experience tapping into public, private, and/or philanthropic financing tools.
- Ability to translate financial concepts into compelling narratives for investor and non-investor audiences.
- Familiarity with Chicago's economic landscape, development ecosystem, and key business and civic stakeholders.

Salary Range & Benefits

- Estimated salary range: \$100,000 - \$150,000
- Medical, dental, 401(k), short- and long-term disability, vision, life insurance

WBC is an equal opportunity employer, and we are committed to creating an inclusive and accessible workplace. If you require accommodations during the application or interview process—or to perform the essential functions of this position—we encourage you to let us know. We will work with you to meet your needs in a respectful and confidential manner.