

Senior Vice President, Acquisitions

Client:

Our client, a well-established, entrepreneurial, Mid-Atlantic area based real estate private equity investment firm, seeks a senior level multifamily focused investment professional to drive additional investment opportunities into the organization.

With almost two decades and over \$1B of successful investment activity to date, this Company's culture is driven by an entrepreneurial and creative spirit along with a growth mindset. Its investment executions are driven by an opportunistic, agnostic approach to investing in the multifamily sector, and the ability to be nimble across the market cycle. This competitive advantage has provided them the ability to produce the most attractive risk-adjusted returns for their investors and partners.

Position Summary:

Reporting day-to-day to the senior management team, this candidate will be an integral member of the leadership group responsible for overseeing the identification of new, strategic income producing investment opportunities/partnerships to an existing, diverse, Multifamily investment approach across MSA's, market types, asset characteristics, construction types and capital stack.

Key Responsibilities:

- Source/Identify new direct, joint venture equity investment, and structured debt opportunities with owner/operators, developers, investors, brokers, lenders/banks, and other industry relationships based upon the agreed upon strategic criteria within the desired local, regional and/or national multifamily real estate market base.
- Leverage the organization's existing acquisition and structured finance platform, and growing development platform, to maintain and develop new, trusted relationships with owner/operators, developers, investors, brokers, lenders/banks, and other marketing sources to generate qualified investment opportunities.
- Develop a thorough investment analysis of all proposed investment opportunities. Oversee the preparation of investment proposals/memorandums and lead the interpretation of all presentations to the investment committee.
- Direct and manage a detail driven, comprehensive, financial/risk mitigation oriented due diligence process for all potential investment opportunities. Oversee the direction and preparation of due diligence materials, budgets, financial models, and schedules.
- Collaborate with the company's transaction team to leverage the market knowledge that the team derives from underwriting 1,000+ investment opportunities annually and incorporate this proprietary market data into all investment analyses.
- Collaborate with Senior Vice-President of Investments and the Chief Executive & Chief Investment Officer, as well as the firm's other senior leaders, in leading negotiations of all

purchase/sale agreements, partnership/venture agreements, debt and/or other pertinent documents.

- Collaborate with the Senior Vice-President of Investments and the Chief Executive & Chief Investment Officer in developing and executing financing strategies as well as maintaining lending/debt relationships.
- Act as the Company liaison by attending all relevant local, regional, and national industry functions, conferences, and events. Promote Company name/brand/reputation to develop qualified business relationships and opportunities.
- Monitor relevant market research studies and stay current on industry news and trends to continually inform senior leadership team of existing/new investment strategies.

Key Qualifications:

- Bachelor's/undergraduate degree required with a preferred focus in finance, accounting, economics, or other business-related disciplines. Master's degree/MBA in Real Estate highly desirable.
- Minimum of 10-15 years of acquisition/investment experience within sophisticated, institutional organizations within the Multifamily industry.
- Proven sourcing/business development experience having originated successful income producing multifamily investment opportunities. Ability to leverage an existing network of broad relationships.
- Extensive exposure to real estate capital markets/capital stack transactions. Proven experience having analyzed, underwritten and structured a variety of equity and debt transactions.
- Strong understanding of economic drivers affecting different types of multifamily assets and geographic markets.
- Exceptional ability to drive consensus among people and the ability to comfortably develop relationships with people at all experience levels inside and outside the organization.
- Must possess outstanding negotiation and problem-solving skills. High attention to detail with great judgement when navigating through complex deals.
- Must be motivated to thrive in an entrepreneurial, hands-on, creative environment.
- Open to a remote work/location, but must be comfortable with travel around the country.

Compensation Program:

Compensation program will be comprised of a competitive base salary along with short- and long-term incentive opportunities.

Contact Information

Please refer all resumes to:

resumes@themaingroup.com

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