



## **Managing Director of Capital Markets**

### **Location – Open, Multi-City Search**

As a leader in our capital markets group, this position will be primarily responsible for originating, structuring, underwriting and executing debt & equity investments. Working across multiple asset classes and markets, this opportunity will be building and leading a team at the forefront of real estate lending. This role requires deep industry experience and a broad skill set to be sourcing and building long-term, repeat relationships with lenders and clients, as well as successfully executing all deal aspects. Success will be measured both by the volume of execution and revenue generation, as well as the ultimate performance for our clients.

Responsibilities of the Managing Director of Capital Markets will include:

- Utilize the company's existing investor and lender relationships to facilitate both debt and equity placement opportunities for commercial properties nationwide.
- Source new investor, borrower and lender leads/relationships through phone canvassing, marketing campaigns, networking and participation in trade organization and other industry events.
- Analyze property financial statements, prepare underwriting matrices and submit credit offering memorandum to various capital sources including life companies, CMBS conduits, specialty financiers and balance sheet lenders.
- Negotiate and structure credit terms.
- Facilitate lender due diligence.
- Work with our financial analyst and marketing teams to generate investment briefs and facilitate all deal closing related matters.

This is a high-paced and highly rewarding role with significant earning potential. As well as working on exiting ERES client properties, this position will also have the opportunity to be building your own pipeline of investment and development deals.

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### **EEO STATEMENT**

Energy Real Estate Solutions, LLC is an equal opportunity employer and committed to developing and maintaining a diverse workforce. Energy Real Estate Solutions, LLC strongly believes in equal opportunity for all, without regard to race, color, religion, creed, age, sex, pregnancy, family responsibility (e.g. child care, elder care), national origin or ancestry, citizenship, marital status, sexual orientation, gender identity or expression, transgender status, veteran's status, genetic information, or status as a qualified individual with a disability, protected leave status or any other protected characteristic in accordance with applicable law. The company also endeavors to make reasonable accommodations for known

physical or mental limitations of otherwise qualified employees and applicants with disabilities unless the accommodations would impose an undue hardship on the operation of our business. Equal employment opportunity will be extended to all individuals in all aspects of the employment relationship, including recruitment, hiring, promotion, transfer, training, discipline, layoff, recall and termination.