



Empira Group is an investment manager for institutional real estate investments specializing in engineering innovative and high-yield investment solutions in German-speaking Europe and the United States. Our real estate and capital market experts cover the entire value creation process – identifying first-class investment opportunities of all property types, ensuring a smooth acquisition process, and experienced asset management. We operate as a sole and reliable point of contact for our investors and build sustainable investment solutions tailored to each investor's unique set of requirements. Integrity and a focus on performance are among our most important values.

In order to further execute our growth strategy, we are looking for a committed and entrepreneurial personality **for our Miami location** as:

Director RE Capital Markets

Position Overview

The Director of RE Capital Markets will foster strong relationships with real estate capital providers, be responsible for structuring the capital stack of real estate developments/transactions and manage the debt origination/underwriting processes including supporting the due diligence and credit approval processes of external investors/lenders. The role has high level exposure to external stakeholders and internal senior management and will collaborate closely with the Investment Team.

Your tasks

- Lead sourcing of leverage for the equity investment portfolio (development projects and acquisition of existing properties) at both the asset and fund level
- Collaborate with and advise the Investment Team to determine optimal capital structure/pricing/leverage for a variety of equity development projects/acquisitions and manage loan maturity schedules of property and fund level borrowings
- Coordinate with Investment Team members all aspects of deal management and closings and manage active loan transactions by working with third party due diligence providers to ensure that all questions/issues are addressed, and transactions continue to move forward
- Develop and maintain strong relationships with lenders and brokers. Interact with lenders/brokers to provide deal feedback and manage timelines and expectations
- Coordinate the preparation of marketing and due diligence materials for sourcing leverage and manage lender selection
- Lead and manage the loan closing process
- Review and negotiate legal/loan documents
- Analyze cash flow projections with the Investment Team
- Gather and evaluate economic, demographic and real estate specific data for the relevant property markets
- Mentor and assist with training and developing junior team members

Your qualification

- Bachelors' degree in related field with 10+ years of commercial real estate capital markets experience. MBA or MS in Real Estate or Finance a plus.
- Extensive experience in acquisitions, dispositions, and financings of commercial real estate properties (preferably multifamily).
- Ability to model and analyze complex debt transactions and convey findings clearly with effective writing.
- Excellent academic credentials, as well as high level analytical, verbal and written communication skills.
- Proven leadership skills that cultivate collaboration and stimulate pro-active communication among internal and external team members.
- Excellent problem solving and analytical skills, and ability to manage multiple, complex projects while meeting deadlines.



Our offer

- Young, dynamically growing company with flat hierarchies
- Dedicated and motivated team
- Attractive compensation and benefits package
- Training and personal development opportunities
- Modern offices in central locations

Please send your complete application documents, including your salary expectations and possible starting date, by e-mail to neyda.nieves@empira-invest.com.

Empira Group, LLC
Neyda L. Nieves, (+1) 786 200 3790

We look forward to receiving your application!

Equal Opportunity Statement

Empira Group is committed to diversity in its workforce and is proud to be an equal opportunity employer. Empira Group considers qualified applicants without regard to race, color, religion, creed, gender, national origin, age, disability, veteran status, marital status, pregnancy, sex, gender expression or identity, sexual orientation, citizenship, or any other legally protected status.