



DEBT & EQUITY PRODUCER

ERES COMPANIES

Open, Multi-City Search

COMPANY OVERVIEW

Founded in 2014, ERES Companies is one of the fastest growing and unique real estate firms in the world. Unlike other commercial real estate service providers, ERES provides a truly vertically integrated approach to meet a multitude of real estate needs seamlessly controlling projects from start to finish. Leveraging the comprehensive power of our service lines, we are enabled to research, analyze, and provide the most efficient, cost effective solution available for our client's real estate investments. This translates to peace of mind in knowing that their needs, timeline, and budget are being considered at every phase of their project. Our collective commitment to excellence, hard work, and creativity has resulted in a rapid firm expansion that has led ERES to complete thousands of successful projects both domestically and internationally, represent over five million square feet of commercial space and more than \$1 billion in real estate value, and manage over 6,500 multifamily and industrial units.

Our sophistication and expertise, combined with our small company values and client-centered approach, have provided us opportunities to partner with best-in-class, global corporate clients, including several Fortune 500 companies, in solving some of their largest and most challenging real estate issues. ERES is currently comprised of over 150 dedicated professionals working tirelessly to provide the finest all-inclusive real estate services in key secondary and tertiary markets across the globe. Always opportunistic about expanding operations, we have eleven domestic and international office locations in Denver, CO (headquarters), Sarasota, FL, Williston, ND, Bozeman, MT, Fort Worth, TX, Houston, TX, Midland, TX, New York, NY, Washington DC, and Neuquén, Argentina.

THE OPPORTUNITY

Job Summary

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.

Essential Duties and Responsibilities

- 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.

Position Requirements: Skills & Experiences

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.

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.

SUBMISSION

Cover letters should clearly outline relevant experience and its applicability to this role. Qualified candidates may submit a resume and cover letter to Kate Waggoner at kate.waggoner@erescompanies.com.