



FINANCIAL ANALYST / ASSOCIATE

ERES COMPANIES

Position to be based out of Sarasota, Florida – in office position

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

Responsible for supporting ERES Capital & Brokerage teams by preparing underwriting templates/financial analysis, creating offering memorandums, proposals, broker opinions of value and helping manage the due diligence process. This role involves participating in managing multiple transactions with multiple clients under tight timelines.

Essential Duties & Responsibilities

- Responsible for supporting an investment sales team by preparing underwriting templates/financial analysis, creating offering memorandums, proposals, broker opinions of value and helping manage the due diligence process
- Performs underwriting duties such as lease abstracts, building financial models through Excel or ARGUS, and extracting market data to help support leasing and operating expense assumptions
- Proficient in Financial Modeling to include reasonable assumptions and determine the returns of a project (i.e., IRR and equity multiples) for both the development or acquisition of an existing asset
- Builds offering memorandums to be delivered to commercial investors in conjunction with marketing campaigns

- Serves as liaison with clients by assisting with delivery of due diligence materials and market research
- Manages transaction pipeline through proprietary database
- Gathers data on local, regional, and national commercial real estate markets by researching a variety of sources including, but not limited to industry, regulatory and economic information, financial periodicals and newspapers, mortgage and lease documents, demographic data, property information and company records
- Organizes, evaluates, interprets and summarizes data for reports
- Prepares a variety of analyses, statements and reports

Position Requirements: Skills & Experience

- Full understanding of property sectors (office, retail, industrial, hotel, multifamily) and their different investment characteristics and an ability to see the "big picture" in commercial real estate and capital markets finance transactions. Knowledgeable on fundamental concepts, practices and procedures associated with commercial real estate finance, including commercial appraising, market analysis, and investment analysis
- 2-3 years minimum experience in real estate related or financial services industry, such as appraisal, brokerage, or banking primarily focused on commercial properties. For Associates, over 3 years of experience (3-5 years) in real estate with proficient financial modeling and offering memorandum experience
- Proficient in Argus
- Excel and cash flow modeling skills
- Strong business writing skills
- Strong communication skills
- University or college degree in Real Estate, Finance, Economics or related field

ABOUT ERES CAPITAL

ERES Capital is a full-service real estate investment and development platform operating both domestically and internationally. Our core focus is on fast-growing secondary and tertiary markets where we seek unique, off-market opportunities across hospitality, healthcare, industrial and education verticals. We pride ourselves in identifying hard to find, off market deals that fit our investment criteria and can garner above average, risk-adjusted returns across market cycles. Such opportunities could include special situations, value-add, or even ground-up developments with unique market characteristics. The ERES Capital team approaches each project with a tailored methodology that reflects the distinctive character of the asset, its location, the target audience, the estimated project timeline and the investor's financial goals.

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.