



SRES | SENIOR REAL ESTATE STRATEGIST

ERES COMPANIES

Position to be based out of Fort Worth, Texas

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 several domestic and international office locations in Denver, CO, Sarasota, FL, Williston, ND, Bozeman, MT, Fort Worth, TX, Houston, TX, Midland, TX and Neuquén, Argentina.

THE OPPORTUNITY

Job Summary

The Senior Real Estate Strategist and Transaction Manager (SRES) is responsible for providing office and real estate solutions to support client business line (BL) and corporate activities. Reporting to the Vice President of Project Manager the SRES is a member of a comprehensive corporate real estate team, this position is responsible for corporate real estate requirements for assigned portfolios. The real estate portfolio includes over 200 buildings in 17 states and Canada and Argentina consisting of commercial office space, owned property, mid-rise and high-rise offices, residential leases, and industrial space. The SRES leads real estate strategies and transactions to align with corporate and client strategies.

Essential Duties and Responsibilities

- Meeting all project related financial controls as required by company and client guidelines
- Trusted real estate advisor to BL executives for assigned portfolio. Develop key relationships and regularly collaborate with the BL to gain a solid understanding of local operations, facilities, and emerging real estate needs. Manage client expectations and deliverables to align with overall corporate business objectives.
- Manage key relationships and agreements with Facilities Building Operations, Security,

IT Infrastructure, consulting brokers, design firms, project managers, and other consulting real estate services providers.

- Develop for client project scope, present for reviews and approval comprehensive real estate plans and recommendations for new leases, lease terminations, acquisitions, divestitures, and execute approved projects utilizing real estate consulting services. Coordinate, review and approve detailed due diligence studies.
- Oversee a wide variety of real estate transactions including property purchases and sales, leases, subleases, renewals, extensions, amendments, relocations, consolidations, and other property dispositions. Negotiate appropriate terms and conditions consistent with client's strong covenants, preferred contract terms and risk management profile, and understanding and utilizing client's financial position to achieve acceptable terms and conditions.
- Evaluate environmental risk to provide liability protection associated with real estate transactions.
- Communicate and report transaction and/or project activity progress to BL, local operations, and senior management as required.
- Create opportunities for beneficial use of client's idle properties through effective implementation of non-operating site land management strategies.
- Position requires travel to assigned client and project locations.

Position Requirements: Skills & Experience

- Bachelor's degree preferred. (Real Estate, Business, or Finance).
- Possess or willing to obtain real estate designation (BOMA RPA, CCIM, IFMA CFM, CoreNet MCR or SLCR or PMP)
- Commercial office, light industrial and/or land real estate leasing or purchases/sales experience required
- Demonstrated experience in analytical and financial modeling
- Strong communications skills to represent complex business and technical concepts to all levels of management
- Analytical, negotiating, and planning skills
- Committed to customer service and relationship management skills to efficiently respond to inquiries and resolve conflicts or problems that might arise
- Innovative and creative approach to problem solving and proactively mitigate risk
- Accurate, detailed-oriented and must be able to manage multiple projects, tasks, and team requests within deadlines and schedules
- Demonstrated ability to develop successful working relationships with emphasis on collaboration in an integrated project team environment

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.