

Career Opportunity Analyst, Origination (New York)

Trez Capital is a leading multinational real estate financier that has built a reputation for providing developers, owners and investors innovative short to mid-term capital solutions for commercial properties in major centres across Canada and the United States.

Trez has earned the trust of investors, including some of Canada's largest pension funds, by applying rigorous institutional grade underwriting to generate attractive yields and stable sources of income. With offices in Vancouver, BC, Toronto, ON, Montreal, QC, Dallas, TX, Palm Beach, FL, Atlanta, GA, New York, NY, and Los Angeles, CA, Trez manages a mortgage and investment portfolio of more than \$4.2 billion.

Our newly formed Bridge Debt Opportunities team is an integral part of the firm's U.S. growth strategy. Based out of New York City and with an office in Los Angeles, the team is targeting bridge-financing opportunities across the United States in all asset types, with a primary focus on multifamily, industrial, office, retail, mixed use, and hotels.

The Opportunity:

As we pursue our aggressive growth strategy, we have an opportunity for a **Commercial Real Estate Debt Origination Analyst** to join our newly formed Bridge Debt Opportunities team in our New York office. You will have an active role in analyzing real estate debt investment opportunities across various asset classes and property types:

- Collaborate on a small deal team to analyze and execute new real estate credit investments;
- Communicate with and report to all levels, from Associates to Managing Directors;
- Perform extensive financial modeling, including scenario and sensitivity analysis, development of sources and uses, discounted cash flows, and valuation;
- Solid understanding of and ability to model capital structures, including senior debt, mezzanine debt, preferred equity, and common equity;
- Summarize investment process, policies and procedures;
- Develop and maintain research on certain geographic markets, property types and/or sectors;
- Participate in all aspects of investment transactions, as requested by team members:
 - Draft investment committee memos and term sheets
 - Conduct due diligence
 - Assist in transaction management and closing
 - Interact with borrowers, attorneys, consultants and various deal participants
- Assist in marketing and sales activities, as well as project work flow;
- Pre-screen and high-level underwriting of inbound deal flow;
- Structure deals to isolate and mitigate risks while at the same time offering creative solutions to the sponsor's financing situation;
- Use CoStar, Excel and other sources to derive market information, property values, analyze cash flows, and calculate DSCR, debt yield and LTV;
- Help manage client interaction to drive the loan to a successful close.



Qualifications and Experience:

- Strong academic record with Bachelor's degree, equivalent or above;
- Solid knowledge and understanding of commercial real estate finance;
- 1 - 3+ years related real estate, investment banking, investing, finance or similar experience with proven track record.

Additional requirements include:

- Excellent organizational skills, with an ability to balance multiple projects and a high-volume workload and the ability to thrive in a fast-paced, entrepreneurial environment;
- Excellent financial modelling, analytical and problem-solving skills;
- Excellent interpersonal and relationship management skills;
- Excellent written and verbal communication skills;
- Ability to work independently and in a team environment;
- Ability to work accurately and with attention to detail;
- Computer skills; expertise in Microsoft Office, with an emphasis on Word and Excel;
- Functional knowledge of ARGUS Enterprise;
- Proficiency in CoStar, RCA Analytics and REIS preferred.

This is a fantastic opportunity with a leader in the real estate finance industry, positioned for continued growth. Please send your resume and cover letter to careers@trezcapital.com. We thank all applicants for their interest; however, we will only be contacting selected candidates for follow-up