

**CAREER OPPORTUNITY
SENIOR ASSOCIATE, EQUITY INVESTMENT UNDERWRITING (DALLAS)**

Reporting to the Global Head, Credit Risk & Underwriting in Vancouver, the Senior Associate, Equity Investment Underwriting will perform the evaluation and processing of complex new equity investment opportunities and assist in the monitoring of these investments within the existing portfolio, as well as mentoring and developing less experienced Analysts and Associates in the group. You will demonstrate in-depth skills and knowledge of real estate and equity investments. You will:

- Collect and evaluate due diligence materials and market data for commercial real estate related investment opportunities.
- Manage, communicate with and coordinate services provided by third party professionals and consultants, including Sponsors (Developers), Lenders, Lawyers, Appraisers & Engineers.
- Perform Investment and Risk assessment of opportunities:
 - Assesses sponsor strength and weaknesses.
 - Performs financial modelling using property level data including appraisals, project costs and profitability to determine key metrics used in the assessment process.
 - Performs sensitivity analysis using key metrics.
 - Evaluates property competitive positioning through comparable rents and sales, absorption, growth, market trends and demographics.
 - Evaluates asset valuation using property conditions assessments and environmental reports and other reports.
 - Identifies and mitigates key risks.
- Leads Funding Meetings.
- Liaises with internal staff, including the Origination Team, Investment Committee, Funding, Loan Accounting, and other key stakeholders.
- Determines appropriate market comparables for property valuation and completes site inspections and inspection reviews of comparable properties, when required.
- Monitors investments in the existing equity portfolio and assists with ongoing asset management activities.
- Mentors Analysts and Associates, Credit Risk & Underwriting. Provides constructive feedback to foster development.
- Conducts special projects (research and otherwise) at the direction of the Global Head, Credit Risk & Underwriting
- Participates in the development and delivery of training material.
- Makes recommendations for continuous improvement of the underwriting process, to simplify processes and improve productivity. Acts as a key team member within process improvement teams.
- Maintains knowledge of best practices and developments within the industry.
- Embraces organizational change and role models change readiness to the Credit Risk & Underwriting team.



Qualifications and Experience:

- BCOMM/BBA - Major in Urban Land Economics/Real Estate (with land law) OR Major in Finance preferred
- Minimum of four years of related work experience in the real estate industry and an established network of industry contacts

Additional requirements include:

- Excellent organizational skills, with an ability to balance multiple projects and a high-volume workload, in a fast-paced environment; role models performance excellence.
- Exceptional written and verbal communication skills.
- Exceptional interpersonal skills and customer focused.
- Results orientated, with the ability to work quickly, accurately and with attention to detail
- Exceptional analytical and problem-solving skills.
- Ability to work independently and in a team environment.
- Computer skills; proficiency in Microsoft Office, with an emphasis on Word, PowerPoint, and Excel.
- In-depth knowledge of Real Estate, Development and Finance.
- General understanding of critical real estate development documentation; Development budgets & proformas, Development Management Agreements, Construction Agreements, Property Management Agreements, Entitlements etc.
- Strong numeracy skills

Trez Capital is a recognized leader in Canada's private real estate lending industry and 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.

We have 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, Toronto, Montreal, Dallas, New York, Los Angeles, Palm Beach, Atlanta and Seattle, we manage a mortgage and investment portfolio of more than \$4.0 billion.

This is a fantastic opportunity with a leader in the real estate finance industry, positioned for accelerated growth. We offer an attractive remuneration package and are committed to your ongoing professional growth and development.

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.