



TOWER 56 | 126 EAST 56TH STREET, 4TH FLOOR | NEW YORK, NY 10022 | WWW.LOTUS-CP.COM

POSITION

Execution Banker (VP/Director/MD Level)

LOCATION

New York, NY

ABOUT THE COMPANY

Lotus Capital Partners (“Lotus”) Lotus Capital Partners is a New York based real estate investment bank focused on real estate finance. With assignments now spanning three continents, Lotus is a global capital arranger and the fastest growing real estate capital advisory firm in the US. Lotus is focused on delivering complex real estate debt and equity solutions that are custom-tailored to meet our client’s real estate needs.

The company, led by management with broad-based industry experience – has had direct involvement in over \$25 billion of commercial real estate financings. Our approach combines a deep appreciation for our clients’ real estate capital needs, entrepreneurial thinking, and most importantly, an unwavering dedication to those we serve. Years of placing and lending debt have helped Lotus grow its client base and capital relationships to include some of the deepest capital markets institutions in the world.

Founded in 2016, Lotus is on track to arrange over \$1.0 of financings in 2019. Lotus’ closed capital engagements are among the highest profile financings in their respective regions, including a \$400 million construction loan in Boca Raton that won the 2018 REFI Multifamily “Deal of the Year” award and a \$237 million condo-inventory loan in London that won PIE’s “Refinancing of the Year” at the European property Awards 2018.

JOB DESCRIPTION

Lotus is seeking an Execution Banker to focus on executing structured debt placement mandates. The candidate will work closely with the Managing Partner as a right-hand person to help win and co-lead the execution of debt, mezzanine, and equity financing mandates on large and complex capitalizations in the United States, Europe, and the Caribbean. The role will embody qualities of a banker and of a placement agent as it requires daily interaction with both (1) owners of real estate seeking financing for their real estate assets (banking side), and, (2) the global capital markets where those deals will be placed (placement side). The banking side presents a candidate with a front row seat in analyzing and advising real estate owners on their debt structuring and broader financing solutions to their capital needs. The placement side requires thorough interaction with the capital markets in running a placement process to assess the best capital provider(s) for the mandate.

The Execution Banker will be part of a small, focused team and will be involved in nearly all aspects of a given transaction from origination to closing. The ideal candidate should enjoy chasing new business – particularly the thrill of big game hunting, winning mandates, and closing deals in a fast paced and stimulating environment.

RESPONSIBILITIES

- › Work alongside the Managing Partner to secure financing and equity mandates and participate across the entire arc of the deal winning process including client identification, outreach, underwriting, analytics, presentation materials, relationship building and winning
- › Conduct preliminary underwriting analysis and pre-screening of transactions
- › Move quickly to underwrite opportunities, value real estate, and present actionable capital markets solutions to prospective owners and developers seeking financing
- › Participate and often lead in term sheet and loan documentation negotiation
- › Create and present offering materials to prospective capital sources including teaser transaction summaries and offering memoranda
- › Carry forward relationships with Lotus' book of capital sources from across the capital structure
- › Participate in business building ventures such as formation of Lotus' merchant banking business (to be launched in 2019), correspondent lending partnerships and the integration of other boutique firms and teams

QUALIFICATIONS

- › Bachelor's degree or MBA with a concentration in real estate is preferred but not required
- › 10+ years of experience in the CRE debt and equity marketplace, preferably at an investment bank, buy-side firm, or advisory firm
- › Strong real estate, underwriting and valuation experience of major assets classes
- › Established record in structuring and closing transitional loans; experience in development debt is strongly preferred
- › Exceptional analytical and problem-solving skills
- › Exceptional attention to detail
- › Effective time management skills and an ability to move quickly and work efficiently while processing large amounts of critical information across multiple deadlines ("80/20 rule")
- › Existing relationships with lenders and equity sources (an advantage but not a must)
- › Excellent communication, interpersonal and presentation skills with a proven ability to communicate ideas and solutions to decision makers (i.e. clients, investment committee, etc.)
- › Self-motivated professional able to lead an experienced and dynamic support team
- › Keen to be part of a rapidly expanding platform
- › Excellent grasp of Excel and PowerPoint

BENEFITS

- › Competitive and uncapped pay structure
- › Cost allowances
- › Healthcare / Benefits (401K, medical, dental, vision, amongst others)

Read more about Lotus in the news: <http://www.lotus-cp.com/insights.php>

We greatly appreciate your interest. Please send all resumes to admin@lotus-cp.com

Lotus provides equal employment opportunity to all persons. No employee or applicant for employment will be discriminated against because of race, creed, origin, marital status, sexual orientation, age, otherwise qualified disabled or veteran status or any other characteristic protected by law.