



Lotus Capital Partners, LLC | 126 East 56th Street, 4th Floor | New York, NY 10022 | www.lotus-cp.com

POSITION

Execution Banker (VP/Director Level)

LOCATION

New York, NY

ABOUT THE COMPANY

Lotus Capital Partners, LLC (“Lotus”) is a boutique real estate investment banking firm focused on commercial real estate finance. Lotus exists to execute on a single mission: to intermediate capital on behalf of its clients. We implement this mission through our two business lines: Debt Placement and Loan Sales and Distribution. Through the Debt Placement business, Lotus serves real estate owners and developers by raising capital for their commercial real estate transactions. Through the Loan Sales & Distribution business, Lotus serves lenders and investors looking to dispose of their positions in A-notes, mezzanine debt and whole loans. Together, our two business lines serve to provide owners of real estate assets or debt products with services and strategies that require capital markets access and expertise.

Founded in 2016, Lotus is the fastest growing real estate capital advisory firm in the U.S. and is on track to arrange between \$1.5 and \$2.0 billion of financings in 2018. The leaders of Lotus are respected veterans of the commercial real estate community, having once held leadership positions at top financial institutions including Credit Suisse, Cantor Fitzgerald, Merrill Lynch and BlackRock. Senior management has had direct involvement in over \$40 billion of commercial real estate financings. 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.

Lotus’ closed capital engagements are spread across two continents and are among the highest profile financings in their respective regions, including a \$400 million construction loan in Boca Raton, Florida that won the 2018 REFI Multifamily “Deal of the Year” award and a \$237 million condo-inventory loan in London.

JOB DESCRIPTION

Lotus is seeking an Execution Banker to focus on originating, managing, and executing on debt placements. The candidate will work closely with the Managing Partner to analyze, structure, secure and close financing assignments.

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, winning mandates and closing deals in a fast paced and stimulating environment.

RESPONSIBILITIES

- › Work alongside the Managing Partner to secure financing 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
- › Work alongside the Managing Partner to (1) secure, and, (2) co-lead the execution of debt, mezzanine, and possibly equity financing mandates on large and complex capitalizations
- › Participate and often lead in term sheet and loan documentation negotiation
- › Create and present Debt Placement 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 a top-tier 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 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/insight.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.