



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

POSITION

Managing Director (Originator Banker) – Mortgage Banking / Debt Placement

LOCATION

Miami, FL

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: A) Debt Placement, serving real estate owners and developers by raising capital for their commercial real estate transactions; and B) Loan Sales and Distribution, serving 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 around \$1.5 billion of financings in 2018. The leaders of Lotus are respected veterans of the commercial real estate community, having 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.

Lotus’ closed transactions have spanned two continents and include some of the highest profile financings in the region, including a \$400 million construction loan in Boca Raton (Florida’s largest financing of 2017 and REFI’s 2018 Multifamily “Deal of the Year”), and a \$237 million ultra-luxury condo-inventory loan in Belgravia, London.

Lotus believes there are significant debt placement opportunities in South Florida which can be realized by connecting local and regional developers with out-of-state capital. Florida banks have tightened their lending parameters, leaving local sponsors and developers in need of options to capitalize their current and future projects. Over the past 12 months, Lotus has invested heavily in marketing its brand and capital solutions to South Florida sponsors and developers. Lotus is poised to arrange \$500 million for Florida sponsors in 2018 – all of which will be sourced from outside of the state. This unrivaled access to capital is a result of over 20 years of established relationships and debt placed among over 200 foreign and domestic capital sources.

JOB DESCRIPTION

This is a unique opportunity for an experienced Managing Director / Origination Banker to be central to a rapidly expanding platform’s strategy to continue penetrating a marketplace. Lotus is seeking to hire an experienced Managing Director / Origination Banker with proven capabilities in securing financing mandates. The candidate will leverage his/her established client relationships to originate fixed/floating debt and equity placement mandates with a primary focus on Florida. The candidate may also leverage Lotus’ capital markets and distribution expertise, select existing Florida relationships, and other targeted client relationships.

The ideal candidate is seeking a meaningful opportunity to increase their personal impact within a firm. In this case, joining one of the fastest growing capital arranging firms in the nation as an early-stage and defining member. The role is also suited for a “360 banker”, one with the entrepreneurial desire and capabilities to secure additional mandates from Lotus’ (a) Loan Sales & Distribution practice, and (b) forthcoming Restructuring practice. Together, these businesses offer candidates additional methods of compensation and an opportunity rarely offered to bankers elsewhere in the industry: the security of a dynamic role that provides counter-cyclical cash flow and strong relevance in the market regardless of the point in the cycle.

RESPONSIBILITIES

- › Utilize his/her established book of business to secure debt and equity placement mandates nationwide with a primary focus on South Florida
- › Utilize Lotus’ established South Florida book of business to originate and execute financing mandates
- › Implement and maintain a business development plan to identify and execute on new and evolving client relationships
- › Be responsible for seeing mandates through to successful closing, utilizing experience and judgement to minimize execution risk along the way
- › Constantly engage in client-facing activities such as individual meetings, networking events, and prominent industry conferences

QUALIFICATIONS

- › Established book of direct client business primarily among borrowers in Florida
- › Thorough understanding of the origination, execution and closing process
- › Strong real estate experience supported by a deep track record in transition and structural financings
- › Exceptional ability to ‘bank’ clients by understanding their challenges and possessing the ability to solve them through innovation and relationship management
- › Recent experience in the CRE debt and equity marketplace
- › Exceptional analytical and problem-solving skills
- › Exceptional attention to detail
- › Self-motivated professional able to lead an experienced and dynamic support team
- › Excellent communication and interpersonal skills with a proven ability to communicate ideas and solutions to decision makers

BENEFITS

- › Competitive and uncapped pay structure based on performance
- › 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.