



## **Senior Director - Acquisitions Commercial**

### **COMPANY**

Dallas-based, privately held commercial real estate development and investment management company with exceptional performance specializing in value-add and opportunistic real estate investments. With an entrepreneurial spirit and proven 30-year track record across several market cycles they have steadily built up a portfolio of over 10 million square feet of industrial and office properties and 3,000 multifamily units located nationally.

### **OPPORTUNITY**

Westmount is well-positioned and capitalized to execute an aggressive acquisition program, and is currently seeking to hire a **Senior Director – Acquisitions** for our **Dallas, TX** Office. The Senior Director will report to the Executive Managing Director of Acquisitions for the firm and will function as a key player in acquisition efforts with their primary focus on acquiring value-add and Core+ industrial properties and portfolios concentrated in Texas and Southwestern United States.

### **KEY RESPONSIBILITIES / DUTIES**

The activities listed here are not all-inclusive; rather, they indicate the types of activities normally performed by this position. The successful candidate will be able to demonstrate core competencies in the following areas:

- Sourcing appropriate acquisition properties.
- Identify and analyze the major risks affecting an investment opportunity.
- Research supply and demand forces in the market.
- Develop detailed and accurate financial models.
- Brief principals and staff on project details and prepare presentations for Investment Committee.
- Analyzing/verifying project budgets and pro-forma assumptions.
- Obtaining and confirming third party reports.
- Verifying and scrutinizing due diligence documentation.
- Reviewing and assessing rent and sale comparables.
- Coordination and participation in closings.

### **QUALIFICATIONS**

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

## **EDUCATION and EXPERIENCE**

- BS or BA in Business, Finance, Real Estate or related field.
- 10-15+ years of previous commercial real estate experience working for an owner/investor or intermediary.
- Thorough understanding of financial concepts (DCF, ROI, IRR, NPV, etc.).
- A general understanding of, and demonstrated experience in, areas of real estate finance, property valuation and equity investment analysis.
- Additional consideration given to candidates who have investment experience in our specialty areas of investment focus.
- Must have a quantifiable track record in business development in the commercial real estate equity arena.

## **COMMUNICATION SKILLS**

- Excellent written and verbal communication skills.
- Strong organizational and analytical skills.
- Ability to effectively present information.
- Ability to respond effectively to sensitive issues.
- Must have developed relationships and the proven ability to further develop, cultivate and manage high quality relationships with borrowers and intermediaries in the commercial real estate investment industry.
- Must work well in a multi-functional collaborative environment and demonstrate a strong work ethic and committed client service

## **REASONING ABILITY**

- Ability to comprehend, analyze, and interpret complex documents.
- Ability to comprehend legal language necessary to the acquisitions process.
- Ability to solve problems involving several options in situations.
- Requires advanced analytical and quantitative skills.

## **OTHER SKILLS and/or ABILITIES**

- Intermediate to advanced skills with Microsoft Office Suite.
- Advanced knowledge of Excel & Argus.

## **SCOPE OF RESPONSIBILITY**

Decisions made with thorough understanding of procedures, company policies, and business practices to achieve general results and deadlines. Responsible for setting work unit and/or project deadlines. Errors in judgment may cause short-term impact to department.