



Associate – Real Estate Acquisitions & Originations

Summary:

PCCP, LLC is looking for an Associate position within our deal team to assist with both acquisitions and debt originations.

Responsibilities:

- Underwrite potential deals including excel modeling and Argus.
- Conduct market research including phone calls to brokers and other market participants.
- Submit final drafts of investment memoranda for deal pipeline meetings and investment committee.
- Meet deadlines for submitting materials.
- At pipeline and investment committee meetings, the Associate should be able to make the opening presentation for all deals on which they are staffed. During the Q&A portion of the meeting, the Associate should demonstrate the ability to answer fact related questions and more theoretical questions on the fly asked by their colleagues and senior management in order to justify their position. The Associate should have a firm grasp on the market conditions and relevant sale and lease comps.
- The Associate should read all pipeline summaries, including the ones that they are not working on, prior to the pipeline meeting.
- Ability to prepare draft term sheets. Secondary role in review of legal documents to begin building knowledge of key issues, in support of superiors.
- Coordinate due diligence by using checklists to help administer the closing process. The Associate should be able to ask questions of third party providers in order to demonstrate their understanding of the materials and their ability to sign off on the reports.
- Ability to review and abstract leases, review guarantor financials and recognize differences between historical operating statements and their pro forma.
- Interact with clients. Attend industry events on a regular basis in order to develop a personal network of industry contacts, and accompanies superiors on market visits to tour and understand every property that is under serious pursuit by the Associate.
- Represent the firm's goals and values.
- Environmental, social, and governance (ESG) duties as assigned.
- Other duties as assigned.

Qualifications:

- Bachelor's Degree with a minimum GPA of 3.5
- 3-5 years of work experience (preferably real estate investment banking or private equity, but not required)
- Advanced Excel Skills
- Previous experience with Argus a plus, though not required

Competencies:

- *Communication.* Writes and speaks clearly.
- *Analysis.* Translate non-linear information into mathematic models.
- *Workload management.* Work on multiple closings at once, quick production.
- *Autonomy.* Takes guidance without literal direction.

PCCP Values:

- Integrity
- Relationship builder
- Communicator
- Collaborator
- Work ethic
- Curious
- Confident
- Accountable

Company Description:

Since 1998, PCCP, LLC has been providing commercial real estate debt and equity capital for middle-market real estate projects throughout the United States. PCCP has managed, raised or invested over \$39.7 billion of institutional capital and continues to pursue investment opportunities with proven operators. PCCP originates and manages all of its investments, providing capital for all major real estate product types. PCCP invests across the capital stack, from joint venture equity to senior and mezzanine debt, while seeking to identify the best risk-adjusted returns for our investors. With over \$23.1 billion of assets under management, PCCP is an established fiduciary for its global investors, with offices in New York, San Francisco, Atlanta and Los Angeles. Learn more about PCCP at www.pccpllc.com.