

Position: Acquisitions Associate
Company: Next Realty, LLC
Location: Skokie, IL



Company Description:

Next Realty, LLC is a Chicago based real estate investment company which owns and manages a diverse portfolio of properties nationwide. Since its inception in 1998, Next Realty has made over 70 investments across multiple asset types, representing approximately \$625 million in gross asset value. Next Realty's focus is on acquiring income producing properties as well as repositioning and improving operations of underperforming assets. For more information, please visit www.nextrealty.com.

Job Description:

As a key member of the acquisition's team, Acquisitions Associate will assist in executing Next Realty's investment strategy and deploying *Next Realty Fund X, LP* and future investment vehicles. The individual must possess basic understanding of the acquisition and underwriting process and motivation to work hard. The position offers an opportunity to gain an in depth understanding of the acquisition process with a well-capitalized company and a strong, cohesive organizational culture.

Key Responsibilities:

- Sourcing and evaluating prospective investment opportunities based on Next Realty's investment criteria.
- Leveraging existing professional relationships and developing new strategic contacts to generate investment opportunities.
- Identifying select target markets, conducting market research and establishing a local network in those markets to help source investment opportunities.
- Presenting potential investment opportunities to the investment committee.
- Developing financial models and performing detailed financial analysis of acquisition targets, including analysis of historical financial statements and preparation of cash flow projections, to assess investor risk and return.
- Providing support throughout the acquisition due diligence and closing process.
- Preparing comprehensive investment memoranda and investor updates.
- Assist in the on-going asset management of the portfolio during the ownership cycle, including redevelopment, refinancing and disposition.
- Developing comprehensive knowledge of all of the company's assets, strategy, processes and systems.
- Managing internal deal pipeline database.

Qualifications:

- Bachelor's Degree in finance, economics, real estate or related field required; MBA preferred.
- 3+ years of experience at a real estate investment firm, investment banking, or commercial mortgage banking firm; acquisition and underwriting experience preferred.
- Great interpersonal skills and ability to work in a fast moving, demanding, and dynamic environment.
- Exceptional analytical skills and written and verbal communication skills.
- Proficient in financial modeling tools, including excellent Excel and Argus Enterprise skills.
- Understanding of various investment structures and equity waterfalls (in concept).
- Strong organizational skills, with the ability to prioritize and manage multiple projects simultaneously.
- Team player with ability to work independently and in an entrepreneurial environment.
- Occasional travel as needed.

Interested candidates should send their resume to hr@nextrealty.com.