

Alpha Capital Partners is a leading middle-market private equity real estate investment firm. Our Pittsburgh-based firm specializes in middle-market investments focused on student-housing, multifamily and medical office buildings in secondary and tertiary markets. Our proven, differentiated strategy is based on our robust approach to identifying unique opportunities that will generate higher-than-expected margins and risk-adjusted returns for our investors. We leverage technology, predictive analytics and robust data sets to analyze and uncover shifting market dynamics. Our entrepreneurial spirit allows us to have a nimble approach yet thorough assessment of each investment's fundamentals. Alpha Capital Partners owns and manages a growing portfolio of over \$500 Million in assets under management and development across the United States. At our core, Alpha Capital Partners is driven by intrinsic values of integrity, innovation and collaboration. We make disciplined, responsible investments and operate under the guiding principles of stewardship, social responsibility and sustainable growth. At Alpha Capital Partners, we deliver consistent solid investment returns and are committed to striving for extraordinary performance.

The Director of Acquisitions is responsible for assisting in the development of and executing on Alpha Capital Partner's middle-market investment strategy. This position will entail managing the deal-sourcing, underwriting, negotiation and debt-sourcing for Alpha's commercial property acquisition and development activities. This individual will have experience underwriting commercial real estate assets, strong problem-solving and interpersonal skills as well as the ability to keep the big picture in mind.

Responsibilities

- Evaluate potential investment opportunities with minimal oversight and provide sound recommendations to Senior Management
- Develop and maintain a deep working knowledge of each market and submarket, available acquisition and development opportunities and progress of competitive locations
- Analyze property information for potential acquisition, refinancing and sale viability through such documents as rent rolls, financial statements, debt and equity documents, as well as partnership, regulatory and subsidy agreements
- Lead the underwriting process for potential acquisition and development investments
- Lead deal negotiations and demonstrate outstanding negotiation skills
- Work with legal counsel in negotiating and closing transactions
- Develop a firm grasp of debt financing including GSE, CMBS and Bridge products
- Be able to confidently present complex financial structures and creative investment models
- Possess strong organizational skills and ability to coordinate complex activities, prioritize conflicting demands, and meet deadlines
- Provide excellent customer service and follow-up within the organization and externally with potential and current partners
- Assist in the development of Analysts
- Be a self-starter, resourceful thinker and a diamond under pressure
- Demonstrate integrity including the ability to maintain confidentiality
- Professionally represent the firm at conferences, networking and industry events