

JOB DESCRIPTION

Job Title: Senior Associate

MLG Capital: MLG Capital offers real estate investment services, on a national scale, to accredited individual or institutional investors, alike. MLG Capital was founded in 1987 on core principles of “Making a Difference, While Making a Living”, “Absolute Integrity” and maximizing client and partner wealth through meticulously executed real estate investment strategies. We take great pride in looking at every consideration before selecting properties that will give our investment partnerships the greatest overall return possible.

MLG Capital has been a proud recipient of numerous awards over the past three decades. Some of the most recent include, but not limited to, Top Workplaces 2019 Winner, Nominated for 2019 Best Places to Work and 2019 Milwaukee Coolest Office Space.

MLG Capital functions as a series of private equity funds and co-investment vehicles that are formed to acquire, directly or indirectly, a geographically diverse portfolio of commercial real estate. Investments consist of commercial multifamily properties, industrial, retail, office, and some “other” opportunistic opportunities located in strategically identified areas throughout the United States.

MLG Capital and related business entities encompass approximately 300 team members, of which approximately 40 service MLG Capital. MLG functions via 3 core locations, its corporate headquarters in Brookfield, WI and satellite offices in Sarasota, FL and Dallas, TX.

Since the inception of MLG Capital in 1987, we’ve had active, exited, or pending investments of approximately 18.3 million total square feet across the United States, inclusive of approximately 13,300 apartment units, with exited and estimated current value exceeding \$1.83 billion* as of 3/31/19.

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Position Description: Under the direction of the Executive Vice President at our new satellite office in Sarasota, Florida, the Senior Associate position will be impactful in the overall success of MLG Capital’s mission of establishing joint venture equity relationships with other real estate firms across the country and sourcing or servicing our expansive investor base within the High Net Worth, Investment Advisor, or Family Office space.

The individual will have heavy experience in commercial real estate brokerage, sales, investment analysis, acquisitions, and/or a financial services background relating to real estate or specialized finance and will live and breathe with a service mentality.

To start, this individual will be a key component in getting our new office in Sarasota, Florida up and running. Assisting the EVP with managing the office, scheduling and planning events are initial priority tasks. It’s important that this individual is someone who is very self-motivated and versatile, and gets stuff done. This individual should be a team-oriented and confident individual. This is someone who can build and grow relationships and thrives when challenged within a fast-paced environment.

Due to the relatively small size of the MLG Capital team this role will have significant exposure to Key Management, Key Principals and the CEO.

Essential Functions:

Qualifications:

- 100% dedication to MLG Capitals Core Values and Team Oriented Culture
- Bachelor degree required; MBA or other relevant Advanced Degree or certifications a plus
- Strong interest in a private equity real estate investment career
- Minimum 3-5 years' experience providing a strong financial, mathematical and financial analysis skills.
- Investment banking, real estate private equity or institutional real estate background a plus
- Strong communication, negotiation and business writing skills
- Strong sense of self-motivation and direction; the ability to work independently, lead, and be inspiring
- Excellent attention to detail, Good judgment, ethical, professional, outgoing, and personable.
- Experience in CRM software required (Salesforce)
- Extensive experience with Microsoft Excel, PowerPoint, Word, Argus, and standard commercial real estate resources (Co-Star, etc)
- Smart, energetic, team player with a strong work ethic and commitment to excellence demonstrated by working within a team, as well as independently, while driving multiple priorities and applying good judgment along with strong sense of self-motivation and direction. Core ability to set goals, work well under pressure, perform and seek out projects

General Responsibilities:

Generate Investment Recommendations

- Canvas real estate markets in which MLG is active for potential investment properties
- Create, maintain and engage relationships with potential real estate operator partners within specific geography
- Evaluate, with support of analyst team, real estate investment opportunities of potential real estate operator partners.
- Actively present investment recommendation to Investment Committee for approval, with support of analyst team

Internal support for Business Development initiatives

- Mentor and collaborate with Business Development and support team members related to equity placement and equity sourcing or servicing of relationships.
- Help participate in internal capital market updates
- Assist in the completion of strategic area plans. Participate on business plan and delivery with assistance of Vice President.
- Researching investor information and preparing investor packages
- Perform due diligence on potential investment properties in the following asset classes multifamily, industrial, retail and office.
- Field leads generated to business development team in a clear, communicative manner

Physical Requirements: Ability to operate office machinery; including but not limited to: telephone, computer, copy machine, fax machine, printer, and mobile phone. Ability to travel via automobile or airplane to real estate locations, if needed.

Working Conditions: We are in the process of growing our Sarasota, Florida location so this position would be one of two employees in the office to start.

Apply today by submitting a cover letter, resume, and portfolio of work to applicants@mlgcapital.com

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, age, disability, sexual orientation, national origin or any other category protected by law.

In compliance with the Americans with Disabilities Act, a “reasonable accommodation” will be made for an individual with a known physical or mental limitation unless it would require an action of significant difficulty causing undue hardship.

This document covers the most significant duties performed but does not exclude other occasional work assignments not mentioned.

** as of 3/31/2019. Value is consistent of disposing of assets as well as the current internal valuation of currently held assets as of 3/31/2019. Values may not have been reviewed by an independent 3rd party and may be internal projections.*