

# LEÓN, MAYER & Co.

## Real Estate Private Equity Associate JOB DESCRIPTION

**Company:** LEÓN, MAYER & Co. (“LM” or the “Firm”) is a private equity and investment banking firm based in Miami and New York City. The Firm’s private equity practice is divided into two silos: real estate, education and hospitality acquisitions and corporate acquisitions. LM’s investment banking practice advises select corporate and real estate clients on financing and M&A transactions. LEÓN, MAYER & Co. professionals have completed over \$120 billion of transactions across industries such as media, telecom, technology, healthcare, education, real estate, consumer goods, industrials, business services and infrastructure.

LEÓN, MAYER & Co. was co-founded by Andro Nodarse-León and Benjamin G. Mayer in August 2005. Prior to co-founding LM, Messrs. Nodarse-León and Mayer were at Kohlberg Kravis Roberts & Co. (“KKR”) and at Tishman Speyer in New York City, respectively. They began their careers at Goldman, Sachs & Co. in New York City and at Meridian Property Company in Palo Alto, respectively.

Florida Value Partners (“FVP”) is affiliated with LM and is a strategic real estate investment partner focused on real estate entrepreneurship. FVP was founded in 2008. Since its founding, the firm has acquired over \$700 million in real estate. The company’s current real estate investment activities are focused on value-add, turnaround and repositioning strategies in several markets across the United States. FVP’s investment programs consist of discretionary real estate funds, joint ventures, and partnership investments. FVP’s portfolio currently includes 6,000 multifamily units, over 2,000 acres of land and over 1.2 million square feet of commercial properties including office, retail centers, and industrial warehouses.

**Position Overview:** The Real Estate Private Equity Associate (“Associate”) will serve as a key member of the firm’s real estate private equity and advisory practices and will work directly with its partners. The Associate will play a central role in investing the firm’s capital and that of its institutional partners and will also have involvement in the firm’s EB-5 senior lending activities, and, from time to time its investment banking activities. The ideal candidate will combine prior investment banking experience as an analyst at a top-tier firm with one to two plus years of additional real estate experience. The candidate must have the ability to analyze prospective investments and navigate through the acquisition and lending processes from sourcing to closing. The Associate will have the opportunity to work on small transaction teams, allowing for in-depth transaction, deal structuring and asset management responsibilities. The position will be based in the firm’s Miami offices and will include travel as needed.

### Primary Responsibilities:

- Support the due diligence and underwriting of real estate acquisitions:
  - Detailed operating due diligence and market analysis
  - Financial modeling and valuation
  - Transaction structuring and financing

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- Support the interactions with institutional counterparties, including borrowers, lenders and equity capital partners
- Work with legal, accounting and industry advisors
- Participate in the formulation and implementation of asset repositioning and operational improvements
- Lead the due diligence and underwriting of the firm's debt origination activities related to its EB-5 debt business based in Puerto Rico

**Requirements for Education and Experience:**

- Business or Economics degrees are preferred
- Strong computer skills, particularly with Excel and PowerPoint

**Important Skills and Attributes:**

- 3+ years in investment banking, and / or real estate acquisitions, commercial lending, or agency financing
- Debt and equity underwriting and due diligence process management capabilities
- Ability to demonstrate portfolio of work on closed acquisitions
- Preferable ability to demonstrate knowledge of Southeastern markets (South Florida, Orlando, Jacksonville, Atlanta, etc.) and familiarity with diverse product types
- Must demonstrate skill in working with market analysis real estate tools including: Co-Star, REIS, Corelogic, Metrostudy, etc.
- Excellent modeling skills in Excel and Argus
- Asset Management experience / capabilities: Understanding of property level reporting systems for commercial and residential properties, ideally including: MRI, Yardi, Rent Roll, etc.
- Preferably has experience in commercial lending, real estate risk management, credit analysis, loan underwriting, loan originations, financial modeling for debt products

**Term and Compensation:**

- Base of \$105,000
- Target cash bonus of 100% of Base
- Equity participation

**To Apply:**

Email your résumé with a cover letter, outlining how your skills and experience meet the requirements for this position, your availability and interest in working in Miami, as well as how you learned about the position, to Ms. Jennifer Garcia at [careers@leonmayer.com](mailto:careers@leonmayer.com). Please insert the phrase “Real Estate Private Equity” into the subject line of your email.