

## **Job Description**

As an IBS Commercial Real Estate Investment Officer (CREIO), you become a part of one of the country's most successful firms, with a powerful reputation for providing unmatched financial solutions for real estate investors and small to medium sized companies. With real estate investment transaction volume exceeding over \$3Billion, IBS has earned a powerful reputation for deploying investment real estate capital throughout the continental United States. In this role, you will originate and manage CRE financing requests of up to \$100 million, with a focus on driving investment real estate loans between \$5MM and \$25MM. Secondly, the CREIO identifies CRE acquisition opportunities for IBS, N.A. subsidiary, IBS Real Estate Investment Co.

In this role, your job will be to identify, develop and establish CRE investment opportunities for IBS through leveraging your current network, following internal leads and making presentations to bankers, realtors and CRE investors. This position combines self-managed opportunity with the support, resources and prestige of representing a leading private investment bank. Time and pipeline management along with a strong internal drive to achieve results is extremely important, as team members in this position primarily work remotely and independently.

## **Desired Skills & Experience**

- Ability to ascertain the needs of middle-market real estate investors and cross sell other investment banking products.
- Ability to monitor and maintain IBS loan and CRE acquisition portfolio strength as to the discretion of on-boarding documentation.
- Ability to assist in the underwriting of financing requests and acquisition opportunities.
- Ability to Travel up to 50%
- This is a Contractor position with a performance-based pay structure. At plan, compensation averages be between \$175k and \$225k. If promoted to the IBS Commercial Real Estate Investment Manager (CREIM) level, a full-time, salaried position will be offered. Eligibility determination will be reviewed after the successful completion of 6-month initial contract.
- 15 years+ of commercial real estate acquisitions, management and dispositions is required and a book of business is preferred.
- Graduate level finance degree, CFA or RMA preferred.