DIRECTOR — CRE CAPITAL ORIGINATIONS

EXPERIENCED IRE/CRE REALTORS | REALTOR CHANNEL

Staying With Your Brokerage + Adding Our Capital = Your Success

POSITION OVERVIEW

Since 2011**, IBS Institutional Capital and IBS Real Estate Investment Company, together with affiliated IBS entities** (“**IBS**”) have established a prominent leadership position in deploying commercial real estate (“CRE”) debt and equity and executing sophisticated investment banking for middle-market companies and commercial real estate owner-operators.

IBS is recruiting established investment and commercial real estate professionals to originate qualified CRE debt, equity, and acquisition opportunities through their existing industry relationships. The **Director - CRE Capital Originations** (“**Director**”) is an independent contractor position designed for experienced professionals who can operate with minimal business development and administrative support.

> **Directors remain affiliated with their existing brokerage.** IBS does not sponsor, transfer, supervise, or affiliate the contractor’s real estate license; licensed brokerage activity must be conducted through the Director’s existing brokerage.

THE REALTOR CHANNEL

MARKET WITH US

Introduce eligible listings for property-level financing review. When IBS issues a Pre-Financing Approval, use authorized materials to distinguish qualified listings and help prospective buyers evaluate potential financing solutions.

SELL TO US

Present off-market and selectively marketed acquisition opportunities to IBS Real Estate Investment Company. Licensed brokerage activity and brokerage compensation remain subject to the Director’s existing brokerage arrangements.

LEVERAGE OUR CAPITAL PLATFORM

Originate CRE debt and equity opportunities even when you do not represent the buyer or seller. IBS evaluates qualified acquisitions, recapitalizations, capital expenditures, lease-ups, and other approved uses of capital.

ACCESS QUALIFIED OPPORTUNITIES

Approved Directors may receive select privately offered opportunities outside current IBS fund initiatives, subject to confidentiality, transaction-specific authorization, and the Director’s existing brokerage relationship.

CORE RESPONSIBILITIES

- Originate approximately three to six qualified, exclusive CRE opportunities annually.
- Lead preliminary engagement and transaction exploration with property owners, sponsors, investors, lenders, and other stakeholders.
- Gather preliminary property, sponsor, operating, and financial information for internal review.
- Prepare concise transaction summaries and present qualified opportunities to IBS leadership.
- Maintain complete CRM records, written communications, required-action logs, and transaction updates.
- Use only IBS-authorized materials and safeguard proprietary and applicant information.

AUTHORITY

Directors may originate opportunities, develop relationships, coordinate preliminary information, and support transaction exploration. Directors may not issue approvals, quote binding terms, make credit or investment decisions, waive requirements, or bind IBS. IBS retains sole authority over underwriting, pricing, structuring, approvals, commitments, and capital deployment.

QUALIFICATIONS

- Minimum seven years of demonstrated IRE/CRE brokerage, advisory, acquisition, or transaction experience.
- Active real estate license and current affiliation with an established brokerage in good standing.
- Proven CRE sourcing and closing history with established owner, sponsor, investor, lender, or brokerage relationships.
- Strong working knowledge of CRE valuation, debt structures, equity requirements, and transaction documentation.
- Professional integrity, disciplined recordkeeping, and the ability to operate within institutional protocols.

POSITION STRUCTURE

Position Type: Independent Contractor

Compensation: Performance-based contractor compensation governed by written agreement. Qualified Realtor Channel Directors may receive enhanced transaction participation based on verified tenure, production history, independence, and reduced support requirements. Brokerage compensation remains separate and subject to the Director’s existing brokerage arrangements.

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