



JOB DESCRIPTION

Since 2011, IBS Investment Bank and its affiliate, IBS Institutional Capital ("IBS"), have established a prominent leadership position in deploying private credit, private equity, and sophisticated investment banking execution for middle-market companies and commercial real estate owner-operators. As a **Director — Private Capital Origination & Structured Finance ("Director")**, you will originate private credit and equity opportunities and foster strategic institutional partnerships. Eligible candidates have a proven track record of originating and closing 5 to 10 exclusive senior debt and equity transactions annually, leveraging an extensive network of industry relationships.

CORE RESPONSIBILITIES:

- Proactively originate, structure, and advance private credit, private equity, structured finance, and alternative investment transactions aligned with IBS mandates.
- Source and cultivate opportunities with middle market companies, private sponsors, institutional investors, and commercial real estate platforms.
- Lead preliminary engagement efforts and transaction exploration while coordinating all key stakeholders internally and externally.
- Identify transaction strengths, potential risks, and strategies to optimize capital structure.
- Build preliminary financial models and transaction memoranda to assess transactions under various operating scenarios.
- Present opportunities for formal review to the Chief Investment Officer and the Investment Committee.
- Pursue and deepen partnerships with family offices, depository banks, co-lenders, institutional fund managers, and joint venture participants.
- Safeguard IBS proprietary deal structuring models, underwriting methodologies, and intellectual capital.
- Preserve investor confidence, legal posture, and institutional credibility through ethical leadership.
- Collaborate with executive management to refine capital strategies and preserve IBS's unique market positioning.

QUALIFICATIONS:

- Demonstrated expertise in private credit, private equity, investment banking, and capital markets.
- Ability to interface credibly with institutional investors, family offices, lenders, and strategic partners.
- Highly proficient in underwriting analytics, transaction structuring, and capital strategy development.
- Skilled in financial modeling, due diligence coordination, and transaction documentation.
- Prior direct sourcing and transaction leadership history required.
- MBA preferred; advanced professional certifications desirable.

Position Title: Director — Private Capital Origination & Structured Finance

Division: IBS Institutional Capital and IBS Investment Bank

Position Type: Independent Contractor (may be considered for employment following a 12-month review).