

Vice President, Real Estate

Job Description

New Island Capital Management

NEW ISLAND CAPITAL

New Island Capital Management (New Island) is an impact investment advisor, and its institutional-scale 100% impact-focused portfolio places it among the world's largest in this category. Based in San Francisco, New Island utilizes a patient, disciplined approach to generate risk-adjusted financial returns across multiple asset classes, while simultaneously delivering positive social and environmental outcomes. New Island seeks direct relationships with entrepreneurs and communities globally to support the natural emergence of a new paradigm in sectors such as health & wellness, sustainable agriculture, forest conservation, renewable energy, real estate, and sustainable communities.

ABOUT THE OPPORTUNITY

This is an opportunity to join a team of ambitious changemakers and contribute to the development and management of a uniquely broad and diverse impact oriented real estate portfolio. The NICM Real Estate team is charged with creating an impact real estate portfolio across all property types, markets ranging from urban to rural, and in domestic as well as international markets. The portfolio's impact outcomes are oriented towards regenerative/sustainable development, racial and economic inclusivity, housing affordability, community revitalization and related themes.

The Vice President will report to the Principal of Real Estate and will focus on new investments, development of investment strategies, due diligence processes, supporting deal structuring and negotiations, guiding the preparation of financial models, key analyses, and forecasts of social and/or environmental outcomes. Contributing to company knowledge, development and growth is a shared responsibility of all team members. There is a strong team culture and an abiding commitment to continuous improvement of the practice of impact investing.

Core Responsibilities

- Stay abreast of and analyze macro and micro market trends, industry research and supply/demand fundamentals with the objective of enabling New Island to make effective and analytically driven investment decisions.
- Evaluate and perform in-depth due diligence on prospective and current investment and operating partners.
- Review and/or create complex financial models to forecast leveraged cash flows, development economics and investment performance; identify, evaluate and mitigate risk factors, and develop negotiation strategies for potential and/or existing investments.
- Actively participate in optimizing project partnership structures, return expectations, impact outcomes, and concurrently identify and mitigate project risk factors.
- Compose well-organized written recommendations, PowerPoint and oral presentations for Investment Committee and other audiences.
- Contribute thoughtfully and fully to the ongoing interpretation and evolution of an impact real estate practice. Includes identifying themes, metrics and theories of change as they apply to real estate and social/environmental benefit.



- Aid in the development of regular quantitative and qualitative reports on the portfolio and investment activities.
- Become a content expert and in-house lead for target sectors, impact themes, or regions (e.g., workforce housing, certain geographies, etc.)
- Participate in occasional domestic and international travel.

Minimum Qualifications

- An MBA, a graduate degree in Real Estate, or a graduate degree in finance is preferred but may be substituted with equivalent experience.
- 7+ years direct real estate investment experience across multiple asset classes and geographies.
- Experience working in a diversity of market types and sizes
- Exceptionally strong quantitative, analytical and organization skills. Attention to detail is critically important. Includes strong analysis of financial modeling, including evaluation of various incentive-based promote structures.
- Understanding of commercial real estate transactions, industry context, real estate capital markets and finance/accounting, and ability to interpret financial models and reporting.
- Highly proficient in Microsoft Excel, Word and PowerPoint.
- Experience writing investment recommendation memoranda.
- Highest standards of personal and professional ethics and integrity, and a “team player” mentality with strong interpersonal skills.

Location

This position is located in San Francisco, CA.

Equal Opportunity Employer

New Island is an Equal Opportunity Employer, with diversity and inclusion as organizational core values. New Island sees immense value in hiring, training and promoting professionals from a wide variety of backgrounds. As such, New Island particularly encourage candidates from under-represented backgrounds to apply.

Candidates interested in this opportunity are requested to send a resume and a short thoughtful cover letter to Adam@PeopleConnectStaffing.com