

DIRECTOR OF REAL ESTATE

JOB OPENING

Description

Dynamic boutique financial advisory firm located in Scottsdale, AZ, is seeking a Director of Real Estate who will work to drive awareness of the Company's Real Estate services and take advantage of unique market opportunities. This role combines leadership, strategic planning, relationship management, project management, negotiations, and lease administration.

The ideal candidate will be provided the latitude to freely build their book of business while leveraging the niche brand of Resolute and unique rolodex of contacts from the Commercial Banking, Legal and Private Equity communities. Daily responsibilities could include the intersection of finance and real estate in corporate restructuring matters. It is their responsibility to collaborate with the internal operations team, marketing staff, and other managers to increase sales opportunities and thereby maximize revenue for the organization.

Role and Responsibilities

Candidate could perform a range of functions, including comprehensive and detailed market research, creating proforma financial models, manage distressed asset sales process, renegotiate leases as well as distressed real estate debt.

Preferred Experience

- Accomplished Commercial Real Estate background preferably in the sales of Investment Properties
- Working knowledge of Special Situation Transactions i.e. Receivership Sales, Bankruptcy §363 Sales and distressed Note Sales
- Understanding of Rents & Profits Asset Classes:
 - Multifamily
 - Office
 - Retail
 - Industrial
 - Housing Development

Required Qualifications

- Bachelor's degree and/or Master's degree in business, finance, or real estate
- An active ADOR Real Estate Salesperson license (Broker's License is a plus)
- Self-starter with extreme drive and a strong passion for commercial real estate
- Breadth of knowledge and experience in end-to-end deal negotiation and real estate portfolio management
- Teamwork, cooperation, ability to take direction and develop others

RESOLUTE

problems solved.

ABOUT RESOLUTE

Resolute is a financial advisory firm that provides creative solutions to assets and companies in distress.

For more than ten years, Resolute has provided solution-oriented services including Corporate Renewal, Receivership, Forensic Accounting and Litigation Support in a wide range of industries. Our services are utilized by financial institutions, private equity firms, corporations, law firms, and state and federal courts. To date, we have provided services in 33 states across the country, managed over \$1B distressed assets and sold more than 75 assets/enterprises with a total value over \$250M.

Our real estate experience in both conventional and exotic real estate categories includes:

- 3M sq. ft. of commercial space
- More than 1,200 hotel keys
- 3,500 units of multifamily housing
- Over 800 acres within master planned community developments
- Property portfolio management and liquidation
- 50 car washes and gas stations

Resolute is committed to solving the challenges of businesses facing distress through a practical and straightforward approach.

CONTACT US

Resolute

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