

## Senior Managing Director – IR/Capital Raising

Crystal View Capital/Osprey Management is a private equity real estate firm known for its vertical integration that specializes in the acquisition and management of value-add manufactured housing and self-storage assets. Since its inception in 2014, the Firm has raised over \$200 million in equity capital and currently has over \$500 million in assets under management. Our in-house management company is a leader in asset management, we have a tremendous amount of knowledge blending property management and service provisions to simplify everyday life. Our team encompasses vision, talent, harmony, beliefs, and commitment. We have over 40 professionals in the corporate office dedicated to the in-house management of our 85+ assets. The in-house asset management team also employs over 150 property level staff members at its property locations. Apply today to join one of the Nation's most prolific real estate asset management firms.

### Job Description/Position Purpose:

The Senior Managing Director of Capital Raising is motivated by a fast pace. We've grown exponentially and new team members continue to join our CVC family. You'll be inspired by a leadership team that fosters trusts effective communication, and personal and professional growth. Your role will involve leading sales efforts to secure new capital investments from prospects and existing investors. Building relationships with high-net-worth individuals, registered investment advisors (RIAs), and family offices will be pivotal. You'll also provide uncompromising service to investors while upholding Crystal View Capital's core values.

### Senior Managing Director – IR/Capital Raising Benefits:

- Annual Base pay of \$150,000
- Bonus opportunities
- Medical benefits in the amount of \$500 per month
- Dental, Vision and other supplementary benefits available
- Holiday Pay
- Paid Time Off (PTO)
- Collaborative and supportive team environment

### Senior Managing Director – IR/Capital Raising Responsibilities:

- Position yourself as a cultural leader who consistently achieves key metrics
- Actively listen and engage in productive conversations with prospective and current investors
- Consistently follow up and follow through on daily calls
- Identify and set at least 10 new virtual or face-to-face meetings per week
- Utilize exceptional telephone communication skills to effectively convert leads
- Collect all required information for new investments and assist IR Manager in the onboarding process
- Handle incoming prospect and current investor inquiries and schedule appointments as needed
- Hold face-to-face meetings with prospective investors
- Optimize CVC Informational sessions and other events
- Develop and document training materials and content for both internal CVC Capital use and external marketing campaigns
- Utilize CRM and company tools for efficient sales and service efforts
- Provide referrals to other CVC lines of business through exceptional relationship-building
- Gather referrals from current Investors and CVC Team Members
- Lead investor relations and build referral networks
- Conduct annual investor review meetings
- Stay updated on industry trends and Crystal View Capital's offerings
- Attend Company Trainings and Industry Events
- Exemplify and embody CVC's Core Values

### Senior Managing Director – IR/Capital Raising Qualifications:

- Demonstrated history of success in capital raising, collaborating with high-net-worth or ultra-high-net-worth investors and their advisors through robust investor connections
- Strong account management skills and ability to build rapport with clients
- Real estate investment experience is required
- Innovative problem-solving abilities
- Familiarity with CRM platforms and IRA custodians/broker-dealers preferred
- Ability to build rapport with clients and internal team members

At Crystal View Capital, our key operating principles allow us to create a culture that differentiates us from any other organization. Our team executes our one-firm approach from corporate to individual properties, collaborating as one to achieve results. Our reputation is paramount, our word is our bond, and we take each experience as an opportunity to better ourselves, our company and deliver for our stakeholders. We align ourselves with our stakeholders by creating a meritocracy; setting ambitious goals and standards that are rewarded upon success.