

VICE-PRESIDENT OF ACQUISITIONS

Job Details

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.

Are you passionate about real estate and driven to succeed in a fast-paced, rewarding environment? Your search ends here – an exciting opportunity awaits you! We are seeking motivated individuals to join our thriving team in Real Estate Investment Sales, where success is not just a goal but a journey of continuous learning and growth. At Crystal View Capital, we prioritize not only property investments but also investing in our team members. We understand that your triumphs reflect our commitment to providing unmatched training, learning avenues, and skill refinement. We're not just offering a job; we're providing a path to a rewarding and successful career in real estate.

Join our team and take on the role of Vice-President of Acquisitions by conducting comprehensive financial analysis and due diligence for potential asset-level and corporate transactions. This position entails delving deep into financial statements, projections, and industry trends to provide insightful evaluations. Collaboration with cross-functional teams is key, as you will contribute to developing and refining investment theses, capital structures, and deal strategies. Your expertise will be instrumental in analyzing deal risks and opportunities, identifying value drivers, and proposing mitigations. You will be responsible for building, validating, and optimizing complex financial models to assess deal economics and structure, ensuring alignment with strategic objectives. Additionally, you'll play a crucial role in underwriting efforts by preparing detailed investment memorandums, pitch decks, and presentations for both internal and external stakeholders. Your support in negotiations will be invaluable as you conduct research, contribute to financial discussions, and provide critical insights on deal terms. If you're ready to make a significant impact in the world of private equity and commercial real estate, we invite you to join our team and embark on this exciting journey with us.

Vice-President of Acquisitions Benefits Include:

- Guaranteed annual base pay of \$100,000 - \$150,000 plus bonuses
- True uncapped income potential for highly motivated and driven individuals
- Medical benefits in the amount of \$500 per month
- Dental, Vision and other supplementary benefits available
- Holiday Pay
- Paid Time Off (PTO)

Vice-President of Acquisitions Responsibilities:

- **Lead Qualification:** Identify and qualify potential leads based on predetermined criteria. Gather essential information to assess the motivation of the potential seller.
- **Maintain Database:** Keep accurate and up-to-date records of all interactions, including details of calls, lead status, and appointment schedules.
- **Follow-Up Communication:** Implement a systematic follow-up process to maintain ongoing communication.
- Collaborate with the head of acquisitions to provide an offer to purchase for several self storage facilities and mobile home parks every week.
- Build rapport with potential sellers through effective communication and active listening.
- Adaptability to In-Person Meetings and travel throughout the country to meet potential sellers face-to-face.
- Transition from initial calls to in-person appointments or virtual meetings as the sales process advances.
- Conduct in-depth discussions to understand the individual motivation/desires of the potential seller and provide solutions i.e. an offer to purchase.
- Actively participate in training sessions to enhance skills and adapt to evolving sales methodologies. Meet Targets and KPIs: Strive to meet or exceed set targets for lead generation, appointment setting, and successful closed deals.
- Initiate Cold Calls during the training period(90 days): Effectively communicate, build rapport and engage with potential sellers to gauge their individual motivation.

Vice-President of Acquisitions Qualifications:

- Proven track record of success in Real Estate Acquisitions, with experience in a sales management roles
- Strong communication and interpersonal skills, with the ability to build relationships and negotiate effectively
- Results-driven with a passion for exceeding targets and driving revenue growth
- You are kind by nature and care about the team as much as you care about yourself
- You always assume responsibility and come up with solutions not problems
- Consistent
- Coachable
- Competitive and eager to succeed
- Laser focused
- Adjusts quickly to changes
- We will only entertain remote work arrangements for candidates who meet our specific criteria, although consistent travel to our corporate office in Las Vegas, NV will be necessary.

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.