



Real Estate Investment & Development Associate

Winter 2020

Washington, DC

The Pinkard Group is a real estate investment and development firm that is seeking a bright and motivated candidate to fill an Associate role that offers significant potential for advancement and the opportunity to join an exciting firm entering its next stage of growth. The Associate would work directly with the Principals of the firm on new acquisitions as well as existing development projects.

Position Responsibilities:

- Identify, evaluate, underwrite and due diligence potential investments across a variety of property types, including ascertaining a property's development/re-development potential
- Lead the acquisition team from initial underwriting through closing and financing
- Oversee and perform financial analyses on prospective deals as well as evaluating financial components of current development projects
- Prepare Investment Summaries to present to potential investment partners and lenders
- Assist in the firm's capital activities including project level financings and raising the next Pinkard Fund
- Interact directly with Principals of the firm and the greater real estate investment community
- Work across property types and through the various stages of an investment's life cycle

Candidate Background and Qualifications:

- Strong work ethic, integrity, and an ability to thrive in an ever-changing entrepreneurial environment
- Proven track record of successfully executing on acquisition or development/asset management projects
- Entrepreneurial mindset, a self-starter who can function independently and collaborate as part of a small team
- A minimum of 4 years of prior work experience in real estate with a developer, REIT, bank, real estate broker, real estate advisor, mortgage lender, insurance company, or investment firm
- Proactive, detail-oriented work habits with a commitment to a high-quality work product
- Financial modeling experience and advanced Excel capability. Familiarity with real estate specific software such as Argus is a plus
- Strong academic record, with an advanced degree (in finance, accounting and/or real estate) preferred
- Developed verbal communication and written presentation skills and demonstrated critical thinking ability
- Working knowledge of the greater Washington DC real estate market

The Pinkard Group offers a stimulating and entrepreneurial working environment, a collaborative culture predicated on teamwork first and a commitment to maintaining the highest ethical standards. The right candidate will be afforded significant potential for advancement within the firm.

Compensation: Salary plus discretionary bonus – total compensation will be commensurate with experience

To Apply: Please send your resume and cover letter to careers@pinkardgroup.com