



# LANGDON PARK CAPITAL

## **Vice President/Senior Director, Real Estate Private Equity Washington, DC**

Langdon Park Capital (LPC) is a privately-owned real estate investment management company with a mission to combine capital, professional excellence, cultural competence and empathy through its investment activities. LPC acquires, renovates, develops and responsibly operates commercial real estate in a way that produces sustainable, scalable financial returns for investors while also creating opportunities for Black and Latino communities in the process.

LPC's strategic investments in rental housing properties in markets with predominantly Black and Latino populations requires active management, strong community ties and expertise in public/private partnerships. The properties are often located in underserved communities with significant social and economic challenges with unique needs best addressed by LPC's culturally competent management team and partners.

Target markets include the following areas: Southern California (Los Angeles, Orange County, Inland Empire), Northern California (Bay Area) and the Mid-Atlantic Region (Washington, D.C., Maryland, Virginia).

Our core values are P.A.R.K.:

**P**rioritize the interests of the communities in which we operate while acting as a fiduciary to those who entrust us with capital.

**A**ct with integrity and maintain a commitment to excellence.

**R**eveal – Be transparent with our stakeholders and one another.

**K**ind – Respect one another, our business partners and the members of the communities we serve.

If these values and our mission resonate with you, we would love to hear from you.

### **Job Overview:**

You will be involved in all aspects of LPC's Mid-Atlantic Region expansion strategy, supporting a wide range of functions including deal sourcing, underwriting and management, investor relations, asset management, reporting/analytics and dispositions. Additionally, you will be an active participant in LPC's Investment Committee discussions.

You will report to the CEO and you will also work closely with both the Director of Acquisitions, Residential and the Head of Asset Management, with oversight for market research, initial project underwriting and providing summary analysis for acquisition and ground up development investment opportunities. You will also have an active role in asset management and the ongoing valuation of LPC's investments in the Mid-Atlantic Region.

With regard to ground up development opportunities, you will engage in a broad range of activities, including partner due diligence, governmental approvals, design, initial construction review, project branding and sales and marketing.

While you will work remotely until LPC establishes a physical office location in the Mid-Atlantic Region, you are expected to reside in the Mid-Atlantic Region by no later than June 2022.

**Primary functions and essential responsibilities include:**

- Manage external relationships with key market players (investment sales professionals, developers, operating partners and current and prospective investors)
- Perform and lead market-level and asset-level due diligence, underwriting, and assessment of investment opportunities across all major asset types as well as participate in the execution and deal structuring process
- Create robust financial underwriting models as part of analysis for potential acquisition and development of real estate investments
- Identify demand drivers for potential investments, gather market information through independent field work and direct contact with brokers, appraisers and developers
- Present asset-related financial metrics and make strategic recommendations regarding the business plan for individual assets to CEO
- Provide support for the ongoing asset management of each investment from acquisition through disposition
- Will eventually be responsible for developing and leading a team of real estate professionals (underwriting, acquisitions and asset management) to assist with LPC's continued efforts in the Mid-Atlantic Region

**Qualifications:**

- Bachelor's Degree or international equivalent in business, finance, real estate or related field with exceptional academic credentials
- 7+ years of experience in real estate private equity, acquisitions, asset management, real estate investment banking or a combination thereof
- Established professional network in Mid-Atlantic Region, specifically Washington, DC
- Expertise in MS Excel and PowerPoint; ARGUS proficiency helpful but not required
- Self-motivated team player with demonstrated ability to work effectively in a dynamic, fast-paced environment
- Excellent written and verbal communication skills
- Strong interpersonal skills
- Demonstrated commitment to excellence and social consciousness

For more information, please contact:

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