

L'Etoile Properties (www.etoile-properties.com), founded in 1990, is an international property service provider covering all investment management services from acquisition to disposal and management throughout the investment cycle. Together with its main shareholder Sienna Investment Managers, L'Etoile has 119 employees managing 98 assets with AUM totaling EUR 10.0 billion as of Q1 2021. Headquartered in France, L'Etoile Properties has 7 offices in Europe and Asia.

The London office has been integrated into the group in 2021 and is seeking to strengthen its team. We are therefore looking for an Associate Director Acquisitions to join the team:

Associate Director Acquisitions required with approximately 8 years' relevant post-qualification experience (m/f/d)

Immediate requirements

- Offer an in-depth understanding of the London Office market, enabling to provide a strategic overview of potential investments and ways to create value
- Provide a meticulous analysis of the investments at acquisition and over time, using strong analytical skills, implemented in detailed cashflows

Needs to be able to:

- Undertake full analysis of properties under consideration with any variations or sensitivity required
- Prepare and present presentations to in-house colleagues and senior external parties with suitable gravitas and presence, developing and presenting a rationale or 'story' for each investment
- Able to underwrite detailed asset and business plans, including presentation of reliable and justifiable financial models for both standing investments and developments using existing templates as well as developing those further
- Cover monitoring of investment performance and normal reporting requirements to investors
- Management of the transaction from A to Z, including the submission of the initial bid, structuring, and monitoring of due diligence process, lead negotiation with counterparts on any contractual document related to the transaction and regular interaction with the investor all along the transaction period and reporting to the investor
- Project manage a number of transactions simultaneously
- Coordinate closing activities internally and externally

- Work with Senior team to secure debt funding, project manage the legal process to completion of the facility documents
- Support and drive exit transactions

Other requirements:

- Good understanding of UK property and tax law
- RICS qualified or equivalent, ideally with suitable degree or degree level achievement
- UK citizen or resident
- Strong and deep experience in London commercial property market and ideally also some experience in UK regional markets with strong market knowledge. Knowledge of the Ireland market would be helpful.
- Ideally some experience of fund requirements including timing, structuring and return and reporting requirements
- A good track record in CRE investment and ideally some asset management experience including refurbishments, lease renewals, re-gears, rent reviews, etc., and ideally some knowledge of hotel/hospitality market
- Excellent advanced financial and statistical modeling and analysis skills
- With regard to clients:
 - Capacity to understand and integrate the client's investment criteria and expectations
 - Capacity to explain the ins and outs of a deal to the clients with the necessary supportive data
 - Capacity to explain some general legal and technical aspects to the client
- Good team player
- Good self-starter
- Efficient and well organized personally

What we offer:

- An interesting and varied field of activity
- International exchange within the company and with customers
- Flat hierarchies and short decision-making processes
- A dynamic team and a great working atmosphere
- Professional and personal development opportunities
- Pleasant and conveniently located workplaces
- Performance-related remuneration with the usual social benefits

Application

Please **send your application by e-mail**, stating your salary expectations and the earliest possible starting date, to the following address: **r.linnell.ep@etoile-properties.com**

Please direct any queries to Richard Linnell - Local Partner, at the same e-mail address.

L'ETOILE PROPERTIES