

Job Specification – Cantor Fitzgerald Ireland Corporate Finance Limited

Title: Associate / Senior Manager – Real Estate

Reporting to: Director – Head of Real Estate

Contract Type: Permanent, Full time

Location: Dublin, Ireland

Cantor Fitzgerald Ireland Limited

Cantor Fitzgerald Ireland Limited is part of leading global financial services firm Cantor Fitzgerald. Cantor Fitzgerald has offices and trading desks in all major financial service centres throughout the world. We specialise in equities, Investment Banking, Real Estate, Fixed Income and Currencies. Cantor Fitzgerald's affiliate businesses include: Newmark (NMRK) and BGC Partners, Inc. (BGC).

In Ireland, Cantor Fitzgerald Corporate Finance (CFICFL) provides leading real estate fundraising, capital markets and structuring services to a wide range of clients in the real estate and corporate arenas. CFICFL works hand-in-hand with our Newmark colleagues globally to source best-in-class capital and finance solutions for clients across the capital stack. Our local presence and expertise in Ireland for nearly 30 years, bolstered by our colleagues across 150 global offices, ensures we deliver unparalleled services combining the group's investment banking and real estate finance expertise.

The Role

The Senior Associate / Manager will support the Real Estate Capital Markets and Fundraising business within CFICFL, contributing to key objectives of the Real Estate team. This role focuses on executing transactions, supporting client relationships, and participating in fundraising and financing efforts across a variety of real estate investment and financing solutions.

The role will be responsible for managing and growing client relationships, executing transactions, and actively participating in fundraising and financing efforts. The successful candidate will demonstrate strong knowledge of the real estate industry, financial markets, and possess excellent communication and leadership skills.

Responsibilities:

- **Client Relationship Management:**
 - Assist in the management of existing relationships, providing high-quality service and support.
 - Identify new business opportunities through market research and internal collaboration.
 - Support senior team members in managing client communications, addressing queries, and providing value-added insights.
 - Provide exceptional client service, addressing their needs promptly and effectively.
 - Stay updated on industry trends and market conditions to offer valuable advice to clients.
- **Capital Markets:**
 - Assist in the execution of capital market transactions, including debt and equity placements, acquisitions, and joint ventures.
 - Conduct financial analysis, due diligence, and market research.
 - Coordinate with internal stakeholders and external parties (e.g., legal teams, investors) to facilitate the deal process.

Contribute to the preparation of transaction documents, term sheets, and financial models.

- **Fundraising:**

- Participate in fundraising activities for real estate investment funds and vehicles.
 - Develop detailed financial models to include valuation, debt and equity for real estate transactions and perform various valuation methods to present returns.
 - Develop marketing materials, presentations, and pitch documents.
 - Build relationships with investors, incl. institutional investors, lenders, and family offices, under the guidance of senior team members.
- Assist in developing strategies and preparing investment memoranda and proposals.

- **Team Environment:**

- Work closely with the Director - Head of Real Estate and wider team to drive the team's business plan with a proactive and solution focused approach to current and new business.
 - Present investment and engagement proposals, internally and externally.
 - Be able to communicate strategy and ideas clearly and efficiently.
 - Collaborate with colleagues across the team to deliver solutions.
- Contribute to a positive and inclusive team environment, working closely with the team.

- **Market Research and Analysis:**

- Stay abreast of market trends, regulatory changes, and economic factors affecting the real estate capital markets and fundraising industry.
- Conduct in-depth research, due diligence and analysis on potential investment opportunities, market conditions, and competitor activity.
- Prepare and review reports and presentations summarising findings and recommendations including management of documentation of ongoing transactions.
- Prepare and review materials for transaction structuring, including teasers, information memoranda, financial models, term sheets, and management presentations.

Requirements:

- Bachelor's degree in finance, real estate, or a related field. Masters degree is a benefit.
- Proven experience of 4-6 years of in real estate capital markets, fundraising, or related area.
- Strong knowledge of real estate financials and investments, and capital market transactions.
- Excellent analytical skills with the ability to conduct financial analysis and assess investment opportunities.
- Strong communication and negotiation skills, with the ability to articulate complex ideas.
- Demonstrated track record in building and maintaining client relationships.
- Collaborative approach to work and ability to work effectively in a small team.
- Ability to thrive in a fast-paced, deadline-driven environment.
- Strong research, quantitative and analytical skills.
- Ability to organise and track overlapping tasks and assignments.
- Proficiency in Microsoft Office products, financial modelling, and analysis software.
- Professional certifications (e.g., CFA, CAIA) are advantageous.
- Strong understanding of real estate investment vehicles, capital market transactions, and financial markets.
- Positive, can-do attitude and a willingness to learn and grow within the team.