

## Senior Development Manager

**SUMMARY:** This position requires significant experience in the real estate development industry. A Senior DM must understand all financial aspects of a real estate development project and be capable of detailed budget and schedule tracking and forecasting. The Senior DM will be responsible to direct internal team members and external consultants to meet business plan objectives for multiple complex projects. Development Managers must maintain high standards of quality through all steps of the company's disciplined development and reporting processes. This role requires professionalism in interfacing with government officials, financial institutions, investors, and other key stakeholders. Because much of the work performed by a Senior DM is independent of direct supervision, leadership skills, good decision-making, and initiative are essential.

### **DUTIES AND RESPONSIBILITIES:**

- Provide leadership and motivation to all members of the project team to achieve its objectives.
- Manage overall development process with minimal supervision for multiple projects, including:
  - Due diligence
  - Design
  - City entitlements
  - Financing
  - Construction, in coordination with an internal Construction Manager
  - Procurement of owner-supplied items
  - Transition to operations
- Regular professional reporting to investors and key company personnel.
- Proactive, detailed management of budget, schedule, and other administrative aspects of development projects.
- Manage multiple large, complex projects simultaneously, possibly with the help of an Assistant Development Manager or intern(s).

### **QUALIFICATIONS:**

- Bachelor's degree in Finance, Business, Construction, Engineering, Planning, or Architecture. An MRED is a qualified degree.
- Eight+ years of work experience, with at least five years in a related field.
- Demonstrate the ability to lead and work with a team.
- Ability to understand and interpret proforma financial statements, manage budgets and report thereon.
- Some travel may be required.

Founded in 2003, PEG Companies is a leading full-service commercial real estate development and investment firm based in Provo, Utah. PEG's mission remains constant: create opportunities through grit, ingenuity, and expertise – providing the premier real estate experience. PEG boasts investment returns across all commercial assets, benchmarking nationally in the top quartile, as a result of our leadership team's diverse collective experience. Our strengths include significant insight into city planning/entitlement processes, strong relationships with industry and community partners, and a strategic combination of acquisition, rehabilitation, and development capabilities. Our skills and

experience, coupled with our robust pipeline of projects, loyal investor base, and strong economy, positions PEG perfectly to tackle even the most complex projects. While carefully managing risk and working collaboratively with partners, producing quality work is our utmost priority. Because at PEG we believe that development is less about buildings and more about the people inside the buildings, we approach every project with the goal of creating an attractive, functional space where end-users will desire to live, work, travel, and recreate.

## **Senior Analyst - Private Equity Real Estate**

PEG Companies is a diversified, vertically integrated commercial real estate firm specializing in the Intermountain West region. PEG has developed and managed over \$1 billion in real estate across a variety of asset classes including multifamily, hospitality, office, retail, extended-stay hotel conversions, and build-for-rent communities. PEG is seeking an investment analyst who will play an integral part of the Finance Team. The role includes performing financial analysis of investment opportunities, preparing documents for investment committee meetings and investor presentations, performing market analysis for new investment opportunities, and interfacing with brokers and capital partners.

### **DUTIES AND RESPONSIBILITIES:**

- Manage underwriting processes and proformas for development projects
- Perform IRR, cash-on-cash, NPV, ROI, discounted cash flow, waterfall projections, and other financial analyses with minimal oversight
- Build and maintain financial underwriting models, perform market research and rent comparable analysis, prepare presentations for investment committee of potential investments, create investor-facing decks for capital raise, etc.
- Participate in the land acquisition process including site walks, due diligence, zoning and entitlements, and coordination with 3rd parties
- Perform and manage market research, transaction timelines, due diligence, and data collection efforts
- Research trends and feasibility impacting real estate markets, specifically markets in which the company exists or new potential markets
- Work effectively with brokers, banks, investors, architects, and internal team members

### **QUALIFICATIONS:**

- Ability to work well alone and with a team with little to no supervision in fast-paced environments
- Solid analytical/logical mindset and attention to detail
- Excellent written and verbal communication skills (clear, concise, and confident) with the ability to manage internal and external relationships
- Proactive and able to solve problems
- Bachelor's Degree in Finance, Accounting, or related quantitative field or equivalent experience
- Graduate Degree (MBA, Finance) optional
- Expert ability to create financial models in Excel
- Strong Microsoft office skills including specifically Excel and PowerPoint
- Extremely accurate and detailed-oriented with strong administrative skills
- 1-3 years of experience with real estate valuation in multifamily, hospitality, office, retail, industrial

PEG Companies, together with its subsidiaries and affiliates, is a leading real estate investment firm located in Provo, Utah. Since 2003, PEG has created notable projects with a proven track record of

returns. With over \$1 billion invested, \$1 billion in process, and a growing pipeline, PEG proudly continues as a market leader in multiple real estate asset lines.

PEG fosters a business culture where creativity and integrity meet to produce quality investments. We take our PEG Process and combine that with a great team to create the PEG Experience for all stakeholders on every project. PEG Companies is an equal opportunity employer