

September 20, 2018

CONTI is hiring!

The CONTI Organization is a real estate investment company that specializes in value-added multifamily real estate in Texas. Since 2008 we have acquired and sold over 7,500 apartment units with plans to actively grow to 20,000+ units (\$2B+ market value). We are a culture-driven, results-focused, long term minded company looking to strategically add a key new member to our high performing leadership team. Thanks to our team, we have been recognized by Inc 5000 and Dallas 100 for fastest growing companies for 4 consecutive years.

If you are a strategic thinker, a competitive self-starter, you scale your efforts with and through others, you thrive in a fast-paced work environment, and you have good follow through and attention to detail, please keep reading.

Apply Now: <http://www.cindexinc.com/c/EA04D5>

Role Title:

Director of Investor Relations (reports to President, while also working closely with CEO)

Your background should demonstrate proven success in developing and closing investment sales with high to ultra-high net worth investors including family offices; with an emphasis on building quality, long-term relationships.

You should be comfortable in an open, fluid, fast-growth environment and bring an energetic and creative approach to your work, spanning high-level strategy as well as in-the-trenches execution.

Role Purpose:

Lead equity raise efforts by developing genuine long-term relationships with CONTI's growing investor base.

Goals:

- Integrate with CONTI's culture and become a leading outward facing 'ambassador' for the company and what it stands for.
- Establish and expand the company's vision related to Sales & Investor Relations efforts and lead all aspects of those efforts.
- Provide astute input to and be a productive part of the company's leadership team.
- Develop and grow the company's equity pipeline to exceed capacity of investment opportunities that meet the company's acquisition criteria.
- Remove CEO from 65%+ of all sales & investor relations related activities within 6-12 months.

- Be the steward of CONTI's sales resources and sales spend, ensuring that sales-related decisions are fiscally aligned with the company.

Responsibilities:

Company Brand Ambassador

- Sincerely passionate about living & breathing the CONTI Core Values to the fullest extent – Integrity, Excellence, Make a Difference, Be Passionate and Pursue Growth & Learning.
- Adept at giving presentations in front of groups, conferences, and targeted audiences.
- Talented at building quality one-on-one relationships.

Manage Equity Raise Process

- Own, lead and manage all equity raise related efforts as part of advancing CONTI along its growth plan.
- Shape, measure and report on sales activities with internal data to 1) track and manage investor prospects and 2) drive client referral programs, including recommendations for Marketing improvements.
- Conduct company office and property visits with key investors to maintain relationships and to close new investment opportunities.
- Communicate frequently with CONTI's CEO & President to ensure consistent implementation of the vision for the company.

Manage Investor Relations Department

- Own, lead and manage all investor relations related efforts including managing budgets and resources for the department.
- Own development and execution of Sales & Investor Relations core processes.
- Collaborate closely with Marketing to ensure consistency and impact of both marketing and sales related efforts.
- Collaborate with the CEO, President and Director of Marketing to ensure cohesive, seamless support and handoffs.
- Mentor, support, manage and develop the internal Investor Relations team (currently 1 individual).
- Build and strengthen the CONTI brand with investors through daily/weekly/monthly interactions.
- Act as investors' champion within the company, responsible for updating senior management with feedback, concerns and/or priorities.
- Attend and organize investor functions such as quarterly meetings, dinners, etc.
- Develop and maintain internal reports & scorecard.
- Develop and maintain sales & investor relations plan and processes.

Skills & Experience:

- At least 10+ years of relevant investment sales experience
- Excellent written and verbal communication skills required
- High level of energy, drive and creativity
- Passionate about personal development is a plus
- Investment sales experience with wealth management, REITS, investment companies, hedge funds or other high net worth clients is a plus
- Bachelor degree required. Masters degree is a plus
- Proficiency with Excel and CRM software / programs
- Superior organizational skills and ability to juggle multiple projects while meeting hard deadlines
- Willingness to jump in where needed and flexibility to shift priorities
- Excels in a small, fast-paced and high-growth environment that's committed to its core values

Why CONTI? Why Now?

- Since 2015, we've doubled in size from 3,000 units to 6,000 units under ownership, with plans to double again in the next 3 years. We've been on the Inc 5000 and Dallas 100 lists for fastest growing companies for 4 years.
- We are passionate about building a healthy, strong company culture for decades to come. We care about growing our people. We have a continuous-improvement mindset, we're always learning. Our leadership team walks the talk.
- The purpose of CONTI is "to benefit the lives of everyone we touch." We recognize businesses must be profitable to survive and thrive AND at the same time we want to make a positive impact to all of those that touch our business --our team, our investors, our residents, our vendors and our communities/charities.

Why You?

We're looking for that rare sales & investor relations person that is strategic and warm but also enjoys digging into the analysis... even if it means creating your own spreadsheets. We're looking for the person that is capable and adept at "making the sale" but cares even more about building something for the long term that matters. We're looking for someone that wants to join our high performing team, take on big challenges, and make a positive impact in the world.

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NOTE: DUE TO LARGE NUMBER OF RESUMES WE EXPECT TO RECEIVE, ONLY THE MOST QUALIFIED CANDIDATES WILL BE CONTACTED. WE WILL RETAIN ALL OTHER RESUMES FOR ANY FUTURE JOB CONSIDERATIONS. THANK YOU.