



Job title: Director, Real Estate Lending, Construction
City: Toronto

Otéra Capital offers a wide array of commercial real estate financing services from debt origination and underwriting to asset management, along with a sophisticated range of products extending from conventional mortgages, interim/construction loans to capital market products.

We are a subsidiary of the Caisse de dépôt et placement du Québec, one of the largest institutional fund managers in Canada and the US.

Otéra is a fast-growing company that brings together a group of real estate debt specialists that work as a team, adapting to the needs of clients, borrowers and investors. Our team is still growing, and we continue to seek new talent and seasoned expertise – enthusiastic professionals, ready and willing to support the values that guide our management philosophy: commitment, teamwork, openness and the pursuit of excellence.

Role

Reporting to the Vice-President, Real Estate Lending, Ontario and Western Canada, Loan Syndications and Capital Markets, the Director's mandate is to originate, structure, negotiate, underwrite and assist in the funding of interim/construction loan investment opportunities in accordance with Otéra's underwriting, credit and investment policies and procedures. The incumbent will also act as an Account Manager for a portfolio of interim/construction loans and borrower relationships located in Ontario and Western Canada including performing project monitoring, ongoing financial reviews and reporting, loan extensions, annual reviews and recommending any changes to security.

This position is part of a dynamic team that contributes significantly to the company's success within an evolving business context.

Key responsibilities

- Ensure that all investment activities conform to Otéra's underwriting, credit and investment policies and procedures
- Solicit mortgage investment opportunities in targeted markets by maintaining and establishing relationships with existing and prospective borrowers, mortgage brokers and other industry contacts
- Lead role in the origination, review, analysis, negotiation of prospective standard and more complex interim/construction loan proposals to satisfy Otéra's acceptable risk and return requirements, recommendation of terms and conditions for approval and upon approval liaise with clients and complete required due diligence for funding
- Act as lead account manager for assigned interim/construction loan portfolio and assigned borrower relationships including performing project monitoring, ongoing financial reviews and reporting, loan extensions, annual reviews and recommending any changes to security
- Develop market knowledge in targeted markets sufficient to contribute to recommendations to adjust lending parameters due to changes in the competitive and/or economic landscape
- Assist with the training and mentoring of less senior members of the team
- Support the Otéra management philosophy and values

Qualifications

- Bachelor's degree in Business Administration, Finance or Real Estate
- 10 to 15 years' experience in a similar job position
- Thorough knowledge of interim/construction real estate finance
- Good working knowledge of Microsoft Office – Outlook, Word, Excel, PowerPoint, Argus
- Superior verbal and written communication skills
- Well-developed analytical sense
- Able to work both independently and as part of a team
- Ability to work on several concurrent projects with strict deadlines
- Focused on client satisfaction (internally and externally)

Otéra Capital is an equal-opportunity employer. We welcome applications for this position from all qualified candidates.

Please send your resume to:

Otéra Capital

cvrh@oteracapital.com

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