



## LOCATION HEAD (REAL ESTATE)

### Want to work for Mango Advisors?

Mango Advisors is a boutique Investment Banking firm with headquarters in Mumbai and five regional offices across India. It is focused on Real Estate Vertical. It is growing the business for SME/MIDMARKET space (non-real estate – all sectors). It provides the following services on Real Estate side – Syndication (Equity/Debt), Land Intermediation services, Strategy Advisory & Asset Management. It provides the following services on SME/MID-MARKET side – Syndication - Traditional products (Working Capital/Term loan/non-fund limits), Structured Finance, Corporate Advisory, Equity Capital Raise. During the period of financial year 23-24 it plans to venture into setting up Asset Management Company to start a Real Estate Fund. In near future it plans to expand to a lending based fintech for Mid-market/SME'S. It is formed by senior erstwhile bankers & Investment Banker with extensive knowledge and experience of financing, fund raising and investments advisory.

The team has combined experience of over 5 decades in Real Estate financing and have executed transactions worth over ~INR 18,000 crores across key markets. The team has successfully executed transactions across all the services listed.

Read more about us:

<https://mangoadvisors.com>

<https://www.linkedin.com/company/mango-advisors/>

### We are looking for people who:

- Have a strong bias for action (read deal making) and value speed with a combination of perfection (read goal orientation).
- Make decisions with this ethos: Customer > Company > Team > Me
- Thrive in a flat and open organization
- Are self-starters and have a natural tendency to own company and team goals (read – Greedy – greedy to learn and earn)

### **Why explore an opportunity at Mango Advisors?**

1. Opportunity to work with fast growing Investment Bank in a senior position. It is an investment bank backed by strong knowledge of sectors it operates, Strong relationships with clients and performance of almost a decade.
2. Flat organization structure allowing for wider exposure.
3. Culture of learning & goal orientation.
4. Dynamic and creative work atmosphere along with passionate teammates and great leaders to work with.
5. You'll be instilled with the value of hard work, ownership, and self-sustainability.
6. We give you larger responsibility.

### **Key Individual Growth areas:**

1. P&L Head for RE sector for a Location – Independent role
2. Enhance Deal Skills – Investment banking requires more refined skill as compared to direct lending.
3. Faster growth trajectory – Compared to larger financial institutes – this creates opportunity to grow faster particularly when the organisation is planning a speedier growth.

### **Job Location: Mumbai, Pune, Bengaluru, NCR**

### **Vacancy: 4 No.**

**Salary Range:** Salary – appropriate for profile plus incentive directly linked to profits for the SBU/Location.

**Grade:** VP/SVP

**Sector:** BANK/NBFC/FUND - Real Estate Financing, SME/MIDMARKET – BANK/NBFC

### **Job Brief**

Location Head - Real Estate is responsible for driving Business development and revenue growth within the specified region and managing team.

### **Roles & Responsibilities:**

Responsibilities include but not limited to

- Deal Origination and Business Development – Originate and source new deals across real estate sector (Syndication, Land Intermediation, Asset Management, Strategy)
- Responsible for RE transactions from origination to closure.
- Oversee preparation of detailed Information memorandum containing detailed cash flows, micro-market analysis etc.
- To be updated with the Real Estate Market and wholesale funding in Real Estate. To define and align the target universe.
- Client Management: Take overall control of client and investor queries pertaining to transactions.
- Provide feedback on transaction documents and negotiate on key commercial terms.
- Due diligence: Take overall control of documentation and diligence exercise during ongoing transactions
- Marketing Intelligence – Update regularly real estate market databases and track key developments.

- Oversee pitch documents, investment presentation and financial models/business plans prepared by the team.
- Maintaining and enhancing relationships with key customers accounts and prospective customers to ensure business continuity and growth.
- Contribute to the development and profitable growth of the real estate portfolio by developing new and expanding assigned relationships.
- Deep Knowledge on Industry - both formal and informal information.

**Requirements, Desired Skills and Experience**

- 9 – 14 years of experience of working with BANK/NBFC/AIF in real estate space or working in BANK/NBFC in SME/MIDMARKET SPACE.
- Management Qualification from Category A institutes.
- Essentials Skills: Networking, Interpersonal, Analytical and Organizational, Deal Skills, independently handle Negotiations.
- Desirables Skills: Multitasking & working Independently, Local Linguistic
- Proven track Record in fast paced, high Growth & Competitive Environment
- Ability to work with multiple Stake holders both internal and external temperament to be able to handle the conflicting situations

**Note for Recruiter (Target audience):**

- Senior RMs / Team Managers / Business side Professionals from ECG, SME or Midmarket teams of Banks, NBFCs, & other Financial Institutions
- Senior RMs / Team Managers from HFCs and, RE Funds, IPCs, ConsultingFirms
- Senior Business Development Managers and Finance Professional in Real Estate Developers