

POSITION SUMMARY

Foss & Company, a national leader in federal and state tax credit syndications, is continuing to expand the number of Foss sponsored tax credit funds offered to its institutional investment partners. We are seeking to hire an additional acquisitions associate in a Mid-West location to handle this increased demand for tax credit enhanced developments. The acquisitions associate will be responsible for identifying potential properties, contacting developers and negotiating preliminary pricing and terms, assisting in gathering Due Diligence items and ultimately closing tax credit enhanced projects into proprietary tax credit funds.

Main responsibilities include but are not limited to:

- Calling developers, architects, accountants, and lawyers in order to locate potential tax credit projects
- Establishing and maintaining relationships with developers and key parties through constant communication, as well as site visits and meetings
- Furthering the Foss & Company brand in the marketplace
- Working with Foss underwriting team and outside counsel to close real estate transactions and lead/participate in weekly closing calls
- Performing detailed guarantor analysis
- Identifying key real estate underwriting risks and mitigants
- Prepare investment summaries

Requirements:

- Strong sales background
- Strong business acumen and knowledge of the tax credit industry
- Proven analytical skills in finance and tax (ability to explain financial analysis)
- Strong relationship building skills
- Prior real estate experience
- Excellent verbal and written communication skills
- Ability to work diligently with little direct supervision
- Ability to work well independently as well as with a team
- Must be self – motivated, proactive, dedicated, and entrepreneurial
- Must be adaptable and resilient, with strong follow up skills and the ability to think outside the box
- Ability to multi-task, prioritize and have an extreme attention to detail
- Ability to manage a high volume of work with multiple clients in multiple locations
- Advanced Excel skills
- Willingness to travel and work an unconventional schedule

Some benefits to look forward to:

- Flexible work schedule and availability to work remotely
- Health and dental benefits
- Matching 401k
- Great commission structure, with uncapped upside
- Compensation commensurate with experience and abilities

Location: This position will be based in the Midwest and the territory will include MN, IA, KS, OK, NE, CO, ND, and SD.

Diversity: Foss & Company is an equal opportunity employer and does not discriminate against otherwise qualified applicants on the basis of actual or perceived race, color, creed, religion, ancestry, citizenship status, age, sex, marital status, sexual orientation, national origin, disability or handicap, veteran status, or any other characteristic protected by applicable federal, state, or local laws. Foss & Company celebrates diversity, and encourages candidates of all backgrounds to apply.