

# Senior Financial Analyst, Boston

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At Colliers, we help leaders succeed by helping them build amazing workplaces, businesses and communities around the world. We do this by thinking differently, sharing innovative ideas and offering a unique and collaborative workplace where you can succeed.

## Purpose of Position

We are seeking a candidate with 5+ years of experience in commercial real estate to work as a Senior Financial Analyst within the Debt & Equity group in Boston. The candidate will spearhead Analysis, Operations, and Support for a high-volume, industry-leading team focused exclusively on the placement of debt and/or equity for commercial real estate transactions. The candidate will gain a high degree of exposure and will have the opportunity to be involved in every stage of the transaction including (but not limited to) financial modeling and underwriting, preparation of offering memorandums, market research, quote and term sheet negotiation and analysis, and client meetings / events.

## Who you are

You are great with numbers AND people. As a trusted and reliable member of our team, you bring a positive, customer service approach that benefits our clients and everyone you work with. You love diving deep into research and financial analysis to provide ultimate solutions and proposals to support the Production team. You're passionate about commercial real estate and looking for an opportunity to expand your knowledge in the industry.

As a Senior Financial Analyst, you'll be at the heart of our support operations by providing expert financial analysis and other analytical work to support the Debt & Equity group within brokerage services. Armed with exceptional analytical and organizational skills and a keen eye for details, you're a problem solver who's always looking for ways to improve internal processes to achieve better results.

## What you bring

- Bachelor's degree in Finance, Business Administration, Accounting, Economics or related area
- 5+ years of commercial real estate, private equity, or investment banking experience with an emphasis in complex financial modeling.
- Advanced proficiency in Microsoft Excel
- Experience with ARGUS modelling
- Experience developing pro-formas from scratch and performing in-depth financial analysis
- Strong understanding of CRE valuation principles such as: NPV, Income Capitalization, & IRR
- Excellent verbal and written communication skills with ability to communicate analytical and marketing data effectively

### **What success looks like**

- You will optimize client's real estate acquisition and disposition strategies by developing comprehensive financial models, conducting research, and performing analysis of leases, proposals, and client portfolios within the Capital Markets space in Boston and the surrounding region.
- You will prepare detailed debt and/or equity quote matrices for presentation to clients and articulate to leadership the pros/cons of each offer.
- Responsible for complex financial modeling and underwriting prospective assignments including development budgets and joint venture equity distributions/waterfalls.
- You will design and build sophisticated financial models for properties with existing and speculative cash flow for the Debt & Equity sales teams.
- You have excellent communication skills and thrive in a collaborative team environment. You are also comfortable providing support in client presentations, responses to RFP's and new business pitches.
- You excel in a fast-paced environment, with the ability to deliver results to the highest accuracy in terms of financial analysis.
- You will manage the due diligence process required for underwriting and marketing (review and abstracting of leases, appraisals, property condition reports, environmental reports, income and expense statements, rent rolls, mortgage notes, title searches, etc.)

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