



Blue Vista Capital Management, LLC
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Job Description

Position: Senior Vice President . Client Services
Company: Blue Vista Capital Management, LLC
Location: Downtown Chicago (West Loop), IL
Start Date: Spring 2011

Company Overview:

Founded in 2002 in Chicago, Blue Vista is a private real estate private equity firm with over \$700 million under management. The firm's roster of investors include one of the world's largest sovereign wealth funds, one of the country's largest university endowments, several of the top 20 largest insurance companies and other institutional investors. The firm co-invests with investors and developers of all real property types, including office, retail, multifamily and industrial properties, across the United States. To date, Blue Vista has participated in joint ventures representing over \$3.5 billion in total capitalization. Additionally, the firm has a real estate investment platform focused on the acquisition and development of student housing properties.

The Opportunity:

Blue Vista is seeking to hire an accomplished Senior Vice President to lead our firm's client capital raising activities. The SVP will gain broad exposure to all of our real estate transaction activity by participating in our weekly investment committee meetings and our asset management teams' portfolio review sessions. The successful candidate should be able to identify potential investors and develop and maintain productive relationships with them. Excellent communication and relationship skills are a fundamental prerequisite for the position. Our team provides analytical support for the position but the candidate must have excellent organizational skills. The firm's principals have raised all of the funds by themselves to date and are seeking a client-facing individual to lead this critical aspect of the business. The position affords a path of rapid growth in an expanding, well-capitalized company with direct access to the firm's managing principals. The firm will provide competitive compensation including long-term incentive participation for qualified candidates.

Responsibilities will include but are not limited to the following:

- Update the firm's brand awareness strategy and develop marketing communication collateral to enhance the foregoing
- Initiate contact with prospective investors and elicit interest in the firm's investment products
- Assist in developing new investment products
- Attend key industry conferences to assist in meeting new investment prospects
- Organize and lead road show activities for new fund raising
- Listen to the stated desires of prospective investors and ensure the firm is responsive to the needs of the marketplace
- Assist in the creation of new fund offering materials
- Manage the firm's database of prospective and current investors

Job Requirements:

- Minimum 7+ years of relevant real estate experience
- Demonstrated excellence in raising capital or selling financial products
- Excellent academic record with a bachelor's degree from a top school preferred
- Excellent communication skills - both written and verbal
- Ability to work effectively as part of a growing, dynamic team
- Strong interest in the real estate private equity industry

Interested candidates should submit a cover letter and resume to Linda Pace at careers2@bluevistallc.com.