

## ABOUT KV REAL ESTATE FINANCE INC.

KVRF is another pillar of the KV Capital group, building on over a decade of experience in the private lending business in the Canadian Real Estate Markets. KVRF will provide our clients with professional real estate financial expertise for all of their capital requirements.

KV Capital Group was founded in 2006 by Chartered Accountants and Chartered Business Valuators, and has enjoyed success by leveraging the experience of its professional staff to create customized financing solutions for borrowers that own real estate and require funds for short-term financial bridging, construction projects, and development projects.

## **POSITION**                      **Senior Director Real Estate Finance**

### **SUMMARY**

Working closely with the President of KVRF, you will be responsible to help grow KVRF's market share in the Alberta real estate markets. Emphasis will be on origination and structuring of loan opportunities for a network of existing and new borrower's and pairing those requirements with applicable lenders in the Canadian real estate markets. Success and compensation will be dictated by your ability to consistently source and close new deals, leverage your network and industry recognized expertise to bring value to your clients and build the reputation of KVRF as a trusted advisor in the market. Product lines will include but not be limited to residential and commercial development loans, commercial term loans, bridge and land loans and special financing such as equity and structured financing deals.

### **RESPONSIBILITIES**

Under high level direction from the President – KV Real Estate Finance, you will:

- Conceive, organize and implement deal sourcing strategies;
- Introduce and foster relationships with the Canadian lending market to provide a pipeline of deal flow through KVRF's growing borrowing client base.
- Service client accounts as the "face of the firm";
- Strategically target and introduce KV Real Estate Finance Inc. as an advisor of first choice to new clients; and
- Produce a consistent flow of new loan business to meet strategic and growth targets of KVRF.

### **ACCOUNTABILITIES**

KV Real Estate Finance is focused on developing meaningful, long lasting and mutually beneficial relationships with our Borrower and Lending clients. It will be incumbent upon you to maintain and build the reputation of the firm by delivering clear communication, timely service and providing expert advice.

### **STRUCTURE**

KV Real Estate Finance Inc. employee

### **LOCATION**

Edmonton or Calgary, Alberta

**EXPERIENCE** Senior Level

**JOB FUNCTION** Business Development  
Finance

**EMPLOYMENT TYPE** Full-time

**COMPENSATION** Competitive base salary supplemented by incentive based compensation tied to key performance metrics of:

- Committed/Funded loans and attributable fees.

### **QUALIFICATIONS / DESIRED SKILLS AND EXPERTISE**

To be successful in this role you will have:

- 10 + years of progressively responsible related experience;
- The ability to produce annual loan volumes of +\$100MM
- Established a network of contacts in the mortgage and real estate industries, and have recognized expertise in the Alberta commercial and/or residential mortgage markets;
- Financial acumen with experience relevant to land development and/or commercial/residential construction projects and commercial cash flowing assets;
- An aptitude for clear communication with the demonstrated ability to present in a professional manner;
- Industry recognized credentials in the mortgage brokering, real estate, accounting, finance, and/or engineering fields is preferred but not required and;
- High energy and self-motivation.

To apply, please forward your resume and cover letter with a deadline by May 24, 2019 in confidence to:

Marc Prefontaine

President, KVRF

[marc@kvrf.ca](mailto:marc@kvrf.ca) (please indicate "Senior Director" position in the subject line)

[www.kvrf.ca](http://www.kvrf.ca)

