

Subject: Job Offering – Lisbon

Position: Manager – Head of Real Estate

About the Company

Finsolutia, a special situation company, is a Joint Venture led by *UBS Investment Bank, Espírito Santo Investment, and Ongoing Strategy*. It was incorporated in April 2007, to assist in facilitating ABS Portfolio transaction, as well as the provision of advisory services in Iberia for acquisition and/or management of loan portfolios.

Our mission is to provide operational capacity, and in depth knowledge for institutional investors on loan portfolios transactions, promoting transparency, better information flow, setting new standards, reducing losses and improving yields whereas FS's strategic vision aspires to be a leading provider of specialist services in Loan Portfolio Transactions to Institutional investors.

Specific Responsibilities

- Set up a network of external providers for appraisals and property management.
- Setting up an Asset disposal strategy, through the promotion and marketing of residential and commercial properties, including search for clients and investors for disposal of assets under management.
- Implement and maintain an efficient property management program for REO projects.
- Provide management with complete analysis and recommend solutions on issues of major impact.

The Person

Qualifications & Experience

- Age between 30 and 40.
- Strong educational background
- Good command of Spanish and English both written and spoken.
- At least 5 years experience in Real Estate in the Portuguese market with focus in residential properties.
- Knowledge of legal, market and regulatory aspects relevant to the business.
- Good knowledge on mortgage regulations is highly beneficial.
- Demonstrated experience in supporting structuring debt & equity transactions as well as on acquisitions, sales, underwriting & risk analysis.
- Broad knowledge of the Real Estate market with special emphasis on the Spanish one.
- Awareness of the Portuguese economy and their main players (large corporations, public companies, financial institutions, etc).
- Use of Excel and other Microsoft Office tools.

Personal Characteristics

- Mature, independent and reliable.
- Organized. Demonstrated ability to standardize and manage complex processes.

- Persuasiveness and sales ability.
- Excellent analytical, financial and negotiation skills.
- Cross business and functional experience.
- Ability to balance risk and reward criteria.
- Proven leadership skills. The professional recruited should have the right gravitas to represent the company position, facing investors, market leaders and external professionals.
- Business judgment and capacity to get buy-in.
- Creative. Innovation capability.
- Strategic acumen.
- Excellent communication skills and empathy to interact and build relationships effectively with the commercial team, clients and other countries counterparts.
- Conceptual.
- Team spirit. Cooperative.
- Very self-motivated.
- Ability to take initiatives in order to “move things on”.
- Used to work under pressure without compromising quality.
- A conscientious and responsive attitude; willing to work long hours when required.
- Good work ethics