



Position: Senior Associate Manager
Department: Special Servicing
Position Type: Permanent, Full Time
Location: Frankfurt
Posting Date: 6 February 2012

Position description

Hatfield Philips Deutschland is currently looking to recruit an experienced Senior Associate Manager responsible for the implementation of asset management workout projects and disposals.

As a Senior Associate Manager your main responsibilities will include:

- Creating cash flow models and track transaction performances along with underwriting prospective loan security.
- Analysing borrowers' financial statements, operating statements and rent rolls and clarifying discrepancies.
- Preparing financial models for tracking and forecasting the performance of the transactions. This includes creating and working on rent rolls, covenants, sales, property allocations and capex.
- Maintaining reports for internal and external sources on property value and compliance with transaction documentation.
- Liaising with borrowers to obtain property and market information and documentation and information needed in connection with reporting requirements, quarterly borrower payments, value of the properties.
- Working closely with Asset Managers and Vice Presidents in the production of financial reports and other client reports.
- Assisting the team in defining work-out strategies with the aim to achieve the highest recovery possible on NPV basis and responsible for certain aspects of the execution of such strategies
- Managing loans delegated under the supervision of the VP and the Asset Manager
- Preparing underwriting analysis of prospective security properties.
- Reading and abstracting legal and CMBS documentation as required.
- Due Diligence support for underwriting of new business

You will possess the following:

- Knowledge of the German and European Real Estate Markets.
- Experience gained in the Real Estate Sector.
- Finance or Real Estate related degree from a recognised institution.
- Knowledge and understanding of loan documentation and familiarity with monthly (ASR's) and Quarterly IPD Reporting.
- Knowledge and understanding of CMBS transactions.
- Knowledge and understanding of borrower business plans.
- Working knowledge of cash flow analysis and ability to Model NPV scenarios and realisation projections.
- Motivated and detail orientated with the ability to function successfully in a real-estate focused team with little or no supervision.
- Must be able to work, communicate and cooperate with others within a team environment.
- Fluent English and German essential
- Must be able to think analytically and rationally and absorb large amounts of financial detail and use this information to help design and implement appropriate real estate strategies.
- Strong computer skills with extensive knowledge of Windows and Excel.

If you are interesting in applying for this role, please send a cover letter, stating your current compensation and notice period along with your CV to europerecruitment@hatfieldphilips.com.
No agencies please.