



**Job Title:** Director – Industrial Land Acquisitions

**Location:** Dallas, TX

**Strategy:** Industrial

**Start Date:** Immediate/Flexible

**Firm Overview:**

Leon Capital Group (LCG) is a private investment firm with over \$4 billion in assets. LCG has been one of the nation's most active private real estate investments firms over the last decade.

As a company that is capital strong and performance-driven, we have the ability to capitalize on opportunities that most investors do not see. We are entrepreneurs and creative problem-solvers with a proven track record of closing deals and transforming assets quickly and effectively.

**Position Summary:**

Responsible for identifying and evaluating potential land acquisitions for the development of industrial projects. The candidate will also coordinate and oversee the diligence and closing processes through the procurement and processing of diligence material and closing documentation.

**Key Responsibilities:**

- Identification and recommendation of feasible investment opportunities by interfacing with brokerage community and researching target markets
- Sourcing, analyzing, and organizing demographic data in order to evaluate new potential markets
- Reviewing potential investment opportunities through extensive market research
- Obtaining, scrutinizing and confirming all diligence documentation such as third-party reports, market analyses, rent surveys, financial statements, etc.
- Monitor metropolitan and national trends in occupancy, rent, supply, demand, sales, etc.

**Required Experience:**

- Bachelor's degree or equivalent land acquisition experience required
- 1-3 years of work experience in identifying sites for industrial development
- Excellent communication skills with an ability to confidently persuade others
- Strong negotiation and contract skills
- Willing to travel to target markets on a regular basis