



Acquisitions Manager

Department: Rush Capital
Reports To: VP of Rush Capital
FLSA Classification: Exempt
Date: 2/2025

Company

The Rush Companies are a diversified real estate organization comprised of six companies that work together to invest in, build and manage apartment communities. Since 1987, we have built communities and relationships that last thanks to our commitment to exceed expectations at every turn. While we have commitment, resourcefulness, integrity, and well-being carved into our cornerstones, our true key to success is our people and the passion we wear on our sleeves.

Position Details

The primary responsibility of the **Acquisitions Manager** is to lead the company's efforts to acquire existing apartment buildings, overseeing the entire investment cycle from sourcing to closing. This role will involve market research, financial underwriting, broker relations, securing investment support, deal structuring, and portfolio management. The Acquisitions Manager will play a critical role in helping The Rush Companies grow its multifamily portfolio and achieve long-term investment goals. The Rush Companies currently owns and manages ~2,300 multifamily units with another ~1,000 units in our pipeline. Our goal is to own and manage 10,000 units in 10 years through acquisitions and development. The Acquisitions Manager will play a key role in helping us achieve this goal.

Essential Duties & Responsibilities

- Lead acquisition efforts of multi-family assets in the Puget Sound region from sourcing to closing.
- Work with brokers and property owners to identify and pursue multi-family investment opportunities.
- Generate interest and support from ownership and the investment committee for targeted multi-family acquisitions.
- Lead efforts in raising equity for investments by syndicating to friends and family investors, family offices, or institutional partners.
- Lead efforts in procuring and proactively managing debt for multi-family investments, including procuring new acquisition loans and refinancing existing loans.
- Oversee and perform underwriting, market research, due diligence, and closing processes for investments.
- Manage the disposition process, including selecting brokers, preparing assets for sale, reviewing offers, making recommendations to ownership, and facilitating closing.
- Other duties may include assisting with underwriting new development opportunities, procuring debt and equity for new developments and assisting with asset management of the existing commercial and multi-family portfolios.

Supervisory Responsibilities

- Functional supervision is exercised over external brokers, lenders, equity partners, consultants, and legal advisors. Acquisitions Manager to work with the rest of the Rush Companies team including asset management, development manager, property management, and our construction team to support efforts.

Qualifications

- BS/BA degree in Real Estate, Finance, Business, or a related field required.
- A minimum of five to seven years of experience in real estate acquisitions, investment, or asset management, preferably in multifamily properties.
- Strong network of industry relationships with brokers, lenders, and investors.
- Excellent quantitative and analytical skills with a deep understanding of underwriting and financial modeling.
- Superior oral and written communication skills.
- Proficiency in Microsoft Office Suite and financial modeling software.
- Self-motivated, detail-oriented, and able to prioritize tasks independently.
- Strong negotiation and deal-making skills.
- Ability to think strategically and creatively to structure investments.
- Ability to work both independently and within a collaborative team environment.

Compensation & Benefits

Compensation: \$100,000 - \$150,000 (DOE)

Benefits: Medical, Dental, Vision, Life Insurance, FSA, HSA, Employee Discounts, Employee Referral Bonuses, Tuition Reimbursement, 401 (k), 401 (k) matching, Commission and Bonus

Physical Requirements

The physical demands of this job are consistent with an office-based position. Must be able to lift up to 25 pounds. Some mobility is required for property inspections and site visits.

Our team members at The Rush Companies have a strong reputation for exercising integrity, good judgment and sound business practices in our dealings with clients, consultants, subcontractors and suppliers. We are committed to selecting only those individuals who share in our loyalties while also maintaining our standards of quality and safety.

For more information about The Rush Companies go to:

<http://www.therushcompanies.com>

Equal Opportunity & Drug-Free Employer

Disclaimer: This job description is only a summary of the typical functions of the job, not an exhaustive or comprehensive list of all possible job duties and responsibilities.