



GREENBERG GIBBONS

3904 Boston Street • Suite 402 • Baltimore, M D 21224 • p: 410.559.2500 • f: 410.581.2032 • www.ggcommercial.com

Director - Acquisitions

About Greenberg Gibbons

Greenberg Gibbons is a premier real estate developer, investor and manager specializing in retail, mixed-use, and multifamily properties. The firm, founded in 1968, is based in Baltimore, MD and manages nearly 7.0 million square feet of projects in seven east coast states. The Company is a full-service platform providing acquisitions, development, leasing, asset and property management, marketing, and finance expertise and is partnered with pension funds, insurance companies, institutional investors, and high-net worth investors.

Role Overview: Greenberg Gibbons is hiring a Director - Acquisitions, based at its Baltimore, MD headquarters, to play a pivotal role in the firm's continued growth. Reporting directly to the President, this individual will lead all aspects of the acquisition process including sourcing, market evaluation, business plan underwriting, presentations, due diligence and the closing process. This person will maintain high-touch stakeholder relationships, building the Greenberg Gibbons brand as a premier investor and operator.

Key responsibilities include:

- **Deal Sourcing & Origination:**

- Actively source and act as the primary point of contact for new retail acquisitions, ensuring responsiveness, transparency, and high service standards.
- Build and maintain relationships with brokers, property owners, developers, and other industry professionals to source marketed and off-market opportunities.
- Stay ahead of industry trends, leverage data and conduct market research to uncover opportunities in strategic growth markets aligned with the firm's investment strategy.
- Proactively and efficiently review multiple projects at once to bring focus to opportunities that allow the Company to leverage our strengths and execute our investment strategy.
- Negotiate letters of intent, purchase and sale agreements, and joint venture structures with brokers, sellers and equity partners.



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- **Financial Analysis, Due Diligence & Business Plan Formation:**
 - Prepare a business plan for each investment that utilizes input from cross-functional teams and leverages Greenberg Gibbons strengths to deliver targeted investment returns.
 - Oversee, direct and perform detailed financial modeling and analysis, including cash flow projections, discounted cash flow (DCF) models, and investment waterfalls that demonstrate base, upside and downside cases for the investment business plan.
 - Oversee the comprehensive due diligence process to determine the viability of the business plan, including reviewing financial statements, lease agreements, market data, tenant credit, property inspections, development rights, and co-tenancy and exclusive provisions.

- **Collaboration & Communication:**
 - Coordinate with internal teams and third-party vendors to ensure the smooth execution of closing activities.
 - Collaborate with cross-functional teams, including asset management, leasing, accounting, finance, and legal, to ensure successful execution and integration of acquisitions including a seamless transition and execution of the post-closing business plan.
 - Support the finance team to secure the best possible financing terms.
 - Maintain clear and effective communication both internally and externally.

- **Investment Presentations & Reporting:**
 - Lead/coordinate the preparation of investment memos/presentations for senior leadership, investment committees and partners highlighting risks, opportunities and strategic fit.
 - Coordinate with President, executives and deal teams to deliver polished, timely materials.
 - Support portfolio management team in tracking performance metrics and evaluating post-acquisition strategies along with dispositions.

- **Process & Tracking Ownership**
 - Utilize existing and implement new systems and trackers to monitor and present investment pipeline, deal status, timelines and next steps.
 - Report on KPIs and progress to President and executive team.

- **Thought Leadership & Market Insight**
 - Provide regular updates and strategic insights on market comps, capital market impacts on our portfolio, and recommendations on dispositions/recapitalizations to senior leadership.
 - Stay ahead of industry trends and emerging investment and portfolio opportunities.
 - Align internal stakeholders by sharing market intelligence and positioning insights.



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Qualifications & Experience

- **Education:**
 - Bachelor's degree in real estate, finance, or economics; MBA or MSRE is preferred.
- **Real Estate Acquisition Experience:**
 - 7–10 years in acquisitions experience – strong preference for advanced proficiency and deep understanding of retail leasing economics, capital structures, and experience investing throughout the east coast with projects scaled from \$10 - \$100M+.
 - Demonstrated experience of the full acquisition process of evaluating, underwriting, negotiating, completing due diligence, presenting investment findings and closing the deal.
- **Communication & Presentation Skills**
 - Exceptional negotiation, leadership and written and verbal communication; adept at building compelling, narrative-driven investment recommendations and materials.
 - Comfortable leading presentations to sophisticated audiences (e.g., investment committees, investors, lenders, and brokers).
- **Project Management**
 - Highly organized, detail-oriented, and able to manage multiple acquisitions at a time.
 - Proactive, with strong follow-through and ability to pivot quickly.
- **Team Player & Strategist**
 - Entrepreneurial mindset, high integrity and collaborative by nature; able to partner across functions and lead a variety of constituents.
 - Strategic, with a growth mindset and entrepreneurial spirit.

Why You'll Excel at Greenberg Gibbons

- **Impact:** Take ownership of the firm's acquisition engine and directly influence growth.
- **Team:** Work alongside a collaborative team with in-house experts across all aspects of shopping center and mixed-use ownership and management.
- **Culture:** We want to be a great Company that delivers top-tier investment returns.
 - Our vision is to be the premier real estate investor, developer and manager specializing in retail and mixed-use properties along the East Coast.
 - Our mission is to create and invest in real estate that provides exceptional value and instills pride.
 - In our People, we value results, collaboration and teamwork, curiosity and innovation, and trust and transparency. The leadership team is driven to see individuals excel, support personal and professional growth, and strive to achieve the vision of the organization.
- **Growth:** Opportunity to work with a dynamic firm to leverage our premier investment partnerships to expand your experience and opportunities investing and repositioning retail shopping centers.

Qualified candidates may send cover letter, resume and salary requirements to: Eric Walter, President at ewalter@ggcommercial.com.

People Matter

Partnerships Matter

Community Matters

Performance
Matters