

MANAGE/ SR. MANAGER- BD & ANALYTICS | FOR A NEW AGE REAL ESTATE COMPANY LOOKING TO DISRUPT THE INDUSTRY | MUMBAI

OUR BUSINESS:

Welcome to Tribeca, the largest branded luxury developer in India! Established in 2012, we have grown to become the largest developer of Trump-branded properties in the world (after the Trump Organization). Our current employee strength comprises of more than 60 associates across Mumbai, Pune, Delhi-NCR, Kolkata and Bangalore, and we have a team of incredibly talented, hungry, bright, and passionate folks, including IIT, IIM, Wharton, and SPA toppers and industry stalwarts.

At Tribeca, we are focused on creating world-class products and customer experiences. We pioneered the concept of branded residences in India and are developing over 6 million square feet of branded residential projects in India. We are also proud to be developing the world's largest rooftop terrace.

We believe in contributing towards a sustainable environment and are committed to developing responsible homes that are energy efficient and use materials and resources that do not cause a negative impact on the environment.

Join us in our mission to create world-class real estate and customer experiences. Be a part of the Tribeca family and help us shape the future of luxury real estate in India.

www.tribecadevelopers.com

QUALIFICATIONS:

- A mid-level candidate with 5-8 years of experience with a leading Real Estate developer or Financial Institution/ NBFC, etc.
- MBA or equivalent degree from Tier 1 or 2 college
- Basic understanding of real estate investment and financing processes including, but not limited to, market analysis, financial analysis, property valuation and capital markets.
- Industry Connect is crucial – good connect with Brokers/ IPCs/Developers preferred.
- A task oriented and intelligent executive – who can find his way to completion of task from the brief received in stipulated timelines.

WHAT YOU WILL DO:

- Assist the Head of Business Development in managing& scouting various deals.
- Prepare the development and operational business plans (including market research, due diligence reports, financial analysis, investment strategy, anchors strategy, pricing, sale and lease strategy, risk register and exit strategy) of the Real Estate projects.
- Produce consolidated high-level executive reports, showing a clear picture of the entirety of the works within the Real Estate portfolio, recommending the Strategy, and highlighting all critical issues, recommending actions and measures.
- Coordinate and integrate the development schedules of various stakeholders into the Annual Operating Plan to ensure cohesion and alignment with the approved business plan.
- Management of the cross-functional relationship with internal and external stakeholders and overseeing tasks assigned to the Business Development team.
- Assist in physical due diligence (including review of contracts, preparing the budgets, gathering the consultants) of potential projects
- Understanding of various development options in the region and broad steps for project

execution - should be able to understand the stage of development for the Project and identify broad risks in the project.

WHAT YOU GET:

A chance to work with a company that will fundamentally disrupt one of the largest industry segments in the country and the world.