



Sunrise Capital Investors ("SCI") is a private equity real estate investment firm based out of Clearwater, FL. The firm's investment strategy is to buy, improve, refinance, and hold commercial real estate to generate cash flow and build legacy wealth. We specialize in the niche of Mobile Home Parks as well as Parking Lots and Garages. Our target market is nationwide with particular focus on the Eastern US. Sunrise Capital Investors uses a niche acquisition strategy that capitalizes on targeting off-market properties by utilizing our proprietary database of owners and various methods of strategic contact and follow-up which provides us a direct line of contact with the owners in a non-competitive environment. This provides the unique advantage to uncover highly profitable opportunities before our competitors.

The company recently doubled in size and will continue its fast-paced growth trajectory into next year. Much of our growth can be attributed to our hosting two top-ten real estate investing podcasts on the iTunes platform – 'Real Estate Investing for Cash Flow with Kevin Bupp' and 'The Mobile Home Park Investing Podcast'. Our popular podcasts have been downloaded millions of times by folks in over 125 countries. We teach listeners how to successfully invest in commercial real estate to build steady streams of passive income. We share insights on how to target quality markets, develop solid deal-flow, negotiate great terms, acquire solid assets, and commercial real estate investments of your own. We also bring on industry experts who openly share their experience and wisdom they have garnered over many years of experience across different commercial real estate sectors. Our goal is to make every listener a better real estate investor. As we scale, we need to onboard additional talent to help facilitate our growth. As such, our team is seeking a highly-motivated, self-driven sales professional to join our team as an **Senior Acquisitions Manager**.

Job Description:

Our Acquisitions team is looking for a proven candidate who has at least 4 years of B2B sales and/or real estate experience. You will be working on the buy-side acquisitions platform in the commercial sector with a focus on Manufactured Housing Communities and Parking Assets located in high demand markets.

In this role, you will be directly responsible for negotiating and executing asset purchases with property owners and brokers while also working with our internal team to get these acquisitions to the closing table. This position requires a creative, forward-thinking, energetic individual with superior written and verbal communication. The successful candidate will be a self-starter who demonstrates a high level of passion and can communicate effectively with all stakeholders.



This role will have a base salary (\$50,000 - \$80,000 based on experience) plus a generous incentive structure that will provide the right individual the opportunity to make \$200k+ in their first year.

The Senior Acquisitions Manager is highly independent. This individual possesses a sharp attention to detail, an exceptional aptitude for finding solutions, and the ability to prioritize your workload in a fast-paced and ambiguous environment. The Senior Acquisitions Manager eagerly seeks answers, is not afraid to teach himself/herself new skills and manages acquisition leads with minimal guidance.

At Sunrise, our mission is to help people generate cash flow and build legacy wealth through commercial real estate investments. To date, we have raised over \$50,000,000 dollars and purchased over \$150,000,000 of real estate. And we're just getting started. A solid foundation has been laid over many years, and we are ready to scale significantly. We feel confident that we can help significantly more people, and we need your skillset as an Senior Acquisitions Manager to make it happen. In doing so, you will be directly responsible for helping thousands of families achieve their goal of financial freedom.

Roles & Responsibilities:

- Acquire commercial properties (Manufactured Housing Communities & Parking Lots/garages) that are off market from our proprietary database and through our extensive broker networks
- Prospecting for deals by cold calling, emailing, networking, and social media activity
- Convert inbound inquiries into purchases and coordinate underwriting, inspections, and contracts
- Assist in the financial evaluation and negotiation of acquisitions
- Perform site, demographic and competitive research for market development plans for short and long-term forecasting
- Create pro-forma and financial modeling to ensure prospective acquisitions meet standards
- Present opportunities for Investment Committee Approval
- Assist in identifying and executing ad hoc special projects to enhance systems and process in your department.
- Exhibit a "can-do," positive attitude at all times.

Critical Skills

- The desire to help people
- Proven experience in executing an Executive's strategic initiatives through project management.
- Excellence in organization, planning, problem solving, and effective management of resources.
- Superior communication skills, both written and verbal. Include the ability to draft responses on behalf of Brian Spear with all attempts made to retain the executive's voice and tone.
- Aptitude for building relationships with professionals at all levels of the organization and with clients
- Ability to collaborate with other executives and team members while working under pressure and while considering the perspectives of multiple personalities.
- Resolve any issues or problems presented by clients or staff, to include addressing complaints and designing solutions with the utmost professionalism and a desire for win-win outcomes.
- Ability to look at things from different angles and ask questions to seek a better understanding.
- Desire for continuous improvement and eagerness for learning new skills (often self-taught)
- Swift adaptability to changes in process and priorities.
- Self-starter who is able to work independently and with minimal supervision.
- Experience juggling multiple projects and recurring duties simultaneously, ensuring efficient completion within deadlines and sharp attention to detail.
- Ability to maintain poise, professionalism, and positivity at all times.
- Willingness and ability to work extended hours or weekends as needed to support the occasional deadline or special project.
- The ideal candidate will possess a willingness to respond to texts, emails, and calls from Brian Spear, executives, staff, and clients outside of standard office hours.
- Proven experience in storing and retrieving digital files, maintaining databases, managing multiple calendars, scheduling travel, monitoring multiple email inboxes, recording notes, and designing meeting materials.
- Comfortability interacting with our Tribe of Podcast Listeners

Education

- Bachelor's degree in a business-related field is preferred, or equal industry experience
- Four or more years of B2B sales and/or related real estate acquisitions experience
- Strong verbal and written skills to communicate effectively with internal and external professionals



- Candidate should be extremely detail-oriented and organized with a proven ability to work well in a high-intensity environment to complete tasks quickly and effectively
- Capable of handling multiple tasks at once
- Strong skills in Microsoft Excel

Compensation

- \$50,000 - \$80,000 annually based on experience, plus a generous incentive structure that will provide the right individual the opportunity to make \$200k+ in their first year
 - A competitive compensation package, annual bonus, 401k match
 - Flexible PTO including 7 paid holidays, 1 floating holiday, and 1 volunteer day
 - Employer-paid benefits
 - Professional career development and reimbursement
 - Up to 16 weeks paid maternity leave; up to 4 weeks of paid parental leave
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