



Vice President, Business and Client Development

Dept: Business & Client Development | Full-Time | Location: Los Angeles or Dallas | Experience: 7+ yrs

Canyon Partners, LLC is a leading global alternative asset manager with over 200 employees. Canyon manages over \$27 billion in assets across hedge funds, private equity-style vehicles, and real estate assets. Canyon specializes in value-oriented, event-driven, and distressed investments for endowments, foundations, pension funds, sovereign wealth funds, and other institutional investors. The firm was founded in 1990 and maintains offices in Dallas, Los Angeles, New York, London, Seoul, Shanghai, Tokyo, and Hong Kong. Canyon has been an SEC registered Investment Adviser since 1994.

Primary Responsibilities

The Business Development & Client Relations group at Canyon is primarily responsible for engaging with institutional investors to position and market the firm's investment products. The team works closely with senior management and the investment team on portfolio analysis and commentary and supports product development activities for the firm.

- Build and manage relationships with current and prospective investors across our debt and equity real estate funds,
- Maintain up-to-date knowledge of a large portfolio of real estate investments and communicating necessary information to investors in both a written and verbal capacity,
- Contribute to the product development efforts across real estate debt and equity platforms, and
- Liaise with the real estate product specialists and investment team, asset management team, and back office to access investment and portfolio-level information.
- Depth of real estate industry relationships
- Ability to communicate complex financial information in a concise manner
- Excellent interpersonal, verbal, and written communication skills
- Organizational and project management skills with keen attention to detail
- Proactive professional attitude with strong work ethic and integrity
- Ability to work and coordinate within a team structure and interface with senior management

Requirements

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| Preferred Experience | <ul style="list-style-type: none">• 7-10+ years in a real estate business development/client relations-oriented role or as a real estate funds allocator• Series 7 & 63 a plus; otherwise must be achieved within the first 3 months |
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Please send resume cover letter to Angelic Eneh-Ortiz at aeortiz@canyonpartners.com