



The Hudson Companies Incorporated

Position: Acquisitions Analyst / Associate

Contact: info@hudsoninc.com No phone calls please

About The Hudson Companies

Hudson, founded in 1986, is an award-winning and industry-leading residential and commercial developer, builder, and owner. We are a collaborative team guided by entrepreneurial vigor, civic spirit and deep expertise. We are fully integrated, having close affiliates that handle property management and leasing, Lisa Management, and general contracting construction services, Broadway Builders. Our team is diverse and our motivations arise from varied personal and professional experiences, but our crucial commonality is a desire to thoughtfully add to New York City's blocks and boroughs.

By the numbers: Hudson has developed \$2.8 billion of assets, including over 7,850 residential units and 320,000 square feet of commercial space. In addition to our Affordable business, we are currently deploying capital from a \$250 million discretionary fund on behalf of a large pension investment system. We have projects in all of New York City's five boroughs and recently began our first project in Westchester County.

Role Description

The Acquisitions Analyst / Associate will help Hudson to source, evaluate, and execute the acquisition of new real estate development opportunities. The Analyst / Associate is expected to proactively assist in all aspects of the acquisition process. This includes identifying opportunities, performing underwriting, assessing project suitability, conducting due diligence, negotiating legal documents, effectuating transactions, and participating in the implementation and management of asset-level development strategies. Additionally, the Analyst / Associate will assist with administrative responsibilities relating to Hudson's investment funds.

The Analyst / Associate will learn how to evaluate new development opportunities and gain familiarity with zoning, architecture, capital structures, construction, and other aspects of the real estate development process. They will gain experience in financial analysis, transaction execution, and cross-functional project management. This role should appeal to individuals interested in the topics of urbanism, land use, housing policy, or finance and economics, as well as individuals seeking multi-disciplinary, challenging, collegial, and entrepreneurial work environments. This role will help prepare the Analyst / Associate for a further career in development, real estate finance or investing, city planning, or other fields related to either land use or finance and investing and would be an excellent stepping-stone for those seeking to pursue an advanced degree such as an MBA or Master's Degree in Real Estate Development.

Responsibilities

- Perform financial analysis and feasibility studies of potential development opportunities
- Create, adjust, and update development pro formas (including detailed construction budgets, leasing and operating assumptions, cash flow projections, and sensitivity analyses), valuation models, and comparative analyses for leasing, financing, and capital budgeting decisions
- Coordinate with both internal team members and third-parties (including legal counsel, architects, and other consultants) to obtain, process and analyze the information necessary to underwrite and diligence deals and execute acquisitions

- Interface with investment sales brokers, property owners, and other members of the real estate transaction community to help source development opportunities, identify viable strategies, and manage deal flow
- Prepare presentations to Hudson's Investment Committee, senior executives, and investment partners
- Research, analyze, and form views on potential investment theses including identifying attractive neighborhoods/geographies, asset classes, and development strategies
- Assist in efforts to better optimize Hudson's internal operations including through operational benchmarking, asset performance analytics, market data monitoring, and other initiatives
- Assist with administration and reporting related to Hudson's investment funds

What we are looking for

- A quick learner with demonstrated research, analytical, and critical thinking skills – an ability to absorb, evaluate, and synthesize information and exercise sound judgment
- Demonstrated interest in the nuances of the real estate development/investment business and urban land use generally
- Working knowledge of the principles of finance and economics, asset valuation, and the investment acquisition process; high quantitative ability
- Advanced proficiency in Microsoft Excel and general aptitude with software and technology
- Meticulous attention to detail and high standards for work product
- Professional presence, solid presentation and interpersonal skills, and an ability to communicate well at both an executive level and with diverse audiences; excellent listening skills; excellent writing ability
- A motivated self-starter with strong work ethic and desire to work in a fast-paced and entrepreneurial environment
- A colleague who displays creativity, zeal, and integrity in all of their pursuits
- Strong educational background with a history of academic excellence. A bachelor's degree is required; a degree in a related field and/or a graduate degree is welcomed but not required
- 1-4 years of work experience in real estate, private equity, management consulting, investment banking, or another relevant field

How to apply

Please send a resume and a writing sample (not exceeding 1-2 pages) to info@hudsoninc.com. In your email, please identify how you heard about this position. If a professional or academic writing sample is not available, a brief statement discussing your interest in urban real estate development is suggested. Brief cover letters providing additional context to your professional experience and interest in the position are entirely optional. Please note that a detailed financial modeling test will be required at a later stage of the interview process.

All office employees are required to be vaccinated prior to employment start date.

Hudson is committed to fostering and cultivating a culture of diversity and inclusion. Hudson is an equal opportunity employer that considers applications from all qualified individuals without regard to race, color, religion, gender, sexual identity, gender identity or expression, age, national origin, marital status, disability, veteran status or any other characteristic protected by applicable law Hudson is a member of the Posse Career Program and the TEAK Fellowship Professional Advancement Program in an effort to create a workforce with a greater diversity of backgrounds, perspectives, and talent.

www.hudsoninc.com