# Opportunity Profile

## VICE PRESIDENT OF CAPITAL MARKETS
## KRYS DEVELOPMENT GROUP

NELSON/KRAFT
AND ASSOCIATES

# EXECUTIVE SUMMARY

KRYS Development Group (KDG) is looking for an ambitious, relational and self-motivated businessperson and networker to join their team as Vice President of Capital Markets.

As Vice President of Capital Markets, you'll drive the creation and execution of KDG's capital strategy. You'll advise the executive team on structuring strategy and executing capital raising. You will develop and maintain relationships with current and prospective investors and lenders. The ideal candidate will have a minimum of 5 years of real estate capital markets experience. This is an opportunity to work with a collaborative team with a direct line to the CEO. The head office is located in Kelowna, BC, Canada, with a satellite office in Palm Beach, FL

If you are motivated by a variable compensation tied to performance, passionate about real estate development, and have a successful history of raising capital, we would love to connect with you. This opportunity is open to candidates in Canada and the United States, and can be remote.

# OUR STORY

KRYS Development Group has a distinct approach to real estate development through compelling design and exceptional quality. Seeking extraordinary locations that inspire, KRYS creates developments that complement their surroundings, highlighting the natural beauty and community, accompanied by architectural design that enhances resident experience.

The KDG culture is one of support, creativity, determination and inspiration, where skills are shared and appreciated, allowing each team member to grow and participate in the success of the company. We are dynamic and full of passion; embracing new ideas through our collaborative spirit.

KRYS Development Group values the entrepreneurial spirit, fostering creativity and building lasting relationships with our team. We know that a diverse and inclusive workforce keeps us competitive and provides opportunities for all.

# KEY RESPONSIBILITIES

- Develop and execute the financing strategy of KDG's debt/equity capital roadmap.
- Take ownership of the full financing transaction lifecycle: lead the sourcing, structuring and execution of institutional debt/equity capital raising transactions with lenders, investors and senior management, communicating consistent updates to the stakeholders, etc.
- Lead negotiations and deal structuring of debt terms, guarantees, etc.
- Coordinate due diligence and inquiries.
- Responsible for debt compliance and covenants reporting.
- Proactively manage the debt maturity ladder.
- Establish an effective capital stack for the company to manage and balance cost of capital for financial flexibility.
- Find creative solutions to non-standard funding requirements for efficient flow of funds.
- Act as the key go-to person for debt financing questions and strategies.

- Work closely with the CEO to deliver quarterly and annual deliverables to lending institutions.
- Serve a diverse base of institutional clients including pension plans, insurance companies, consultants, endowments, foundations, charities, official institutions, etc.
- Work with and through capital market intermediaries to develop industry relationships, access new sources of capital and build the business.
- Work with the CEO, as well as the Development Manager and the Owner's Representative, to build and manage debt models and assist with budgeting, forecasting and ad-hoc analyses.
- Collaborate with the business team and developers to continually automate and improve process efficiencies within capital markets.
- Keep abreast of developments in capital markets, legislation and statutory requirements. Ensure that financial transactions, policies and procedures meet corporate objectives and regulatory requirements, inclusive of related risk and exposure. This knowledge is required for both the USA and Canada, and any other region funding is raised.
- Work with the executive team on ad-hoc projects and strategic initiatives.

# QUALIFICATIONS

- A minimum of 5 years of real estate capital markets experience.
- Knowledge of security regulations (SEC and/or OSC) in the various regions that we operate.
- A strong network of institutional debt investors/lenders is highly desired.
- A network of ultra-high net-worth families in asset management or a family office setting is highly desired.
- Exceptional analytical and quantitative problem-solving skills. Must be detail-oriented.
- Able to develop complex project financing models.
- A high degree of initiative, self-motivation and strong problem-solving skills.
- Able to adapt to a fast-paced, start-up environment.
- Must be organized, reliable and responsive.
- Excellent written and verbal presentation skills, and able to build strong cross functional working relationships.
- Effective in communicating with the executive team, bankers, board members, etc.

# QUALIFICATIONS CONTINUED

- Able to prioritize, work under pressure and meet tight deadlines.
- Must be a hands-on and proactive team player.
- Must possess the highest level of personal and professional integrity, as well as a clear sense of purpose.
- Must possess a strong work ethic and high level of professionalism.
- Must be willing to travel (20% of the time).

# SEARCH PROCESS

## OUR SEARCH TEAM

ryan@nelsonandkraft.com
416.278.9166

### RYAN FERNANDES
LEADING THE SEARCH

Ryan brings over 15 years of progressive financial, people and global leadership experience across a broad spectrum of Fortune 500, private equity and private businesses ranging from CPG, automotive, food and beverage, and supplements. Some of the leadership roles Ryan has held include VP Operations and Supply Chain, VP Supply Chain, VP Supplier Based Management and Logistics Manager. Having been both a candidate and a hiring manager with several executive recruiters, Ryan has the perspective to help a client clearly articulate their needs and wants as well as identifying a candidate who will excel in the role.

jeff@nelsonandkraft.com
647.409.2922

### JEFF PITCHFORD
SUPPORTING THE SEARCH

Jeff is an accomplished Senior Executive, with over 25 years of leadership experience across the chemical manufacturing and food processing industries. He wears many hats including Business Consultant, Executive Coach, Board Member, Forum Chair and Birkman Certified Professional. Jeff specializes in leadership development and team-based business success. He is passionate about developing leaders and building high performance teams.

# ESTIMATED SEARCH TIMELINE

While every search is dynamic and time frames are hard to predict, the following is an overview of the expected timeline for this search:

**Location:** Remote in Canada or United States (head office is in Kelowna, BC, Canada)

**Application Deadline:** February 22, 2023

**Short List Interviews:** March 2023

**Start Date**: Spring 2023

# HOW TO APPLY

**Please forward a PDF of your resume and cover letter to info@nelsonandkraft.com.**

Nelson/Kraft & Associates Inc. is an executive consulting firm that specializes in working with not-for-profits and for-profit businesses across Canada, assisting them in the placement of senior executives and directors.

Nelson/Kraft & Associates Inc. welcomes and encourages all interested applicants to apply for this position and is committed to the principles of diversity and inclusion in its hiring practices, and will only make distinctions among interested applicants in accordance with the applicable Human Rights legislation.

Nelson/Kraft & Associates Inc. also welcomes and encourages applications from candidates with disabilities. Accommodations are available on request for candidates taking part in the selection process. If you require disability-related accommodation during the recruitment process, please contact us.