



## Fundraiser

### Job Type

Full-time

### Location

Dallas, Texas or Bethesda, Maryland

### Company Background

TMG (The Meridian Group) is a real estate investment management and development firm headquartered in Bethesda, Md. with an office in Dallas. Since its inception in 1993, TMG has acquired and developed millions of square feet of premier office, residential, industrial, hotel and mixed-use projects. The national firm invests in a broad spectrum of property types and is strategically expanding into new markets across the country. To learn more, visit TMG's website at [www.tmgdc.com](http://www.tmgdc.com).

### Summary Statement

TMG seeks to hire an experienced fundraising professional to source TMG's new and ongoing real estate investment strategies. In this newly created role, the fundraiser will work closely with the President, CIO, and Investor Relations team to create and execute a marketing strategy for TMG's new and ongoing real estate investment strategies. Their primary focus will be on TMG's growth and growth strategy.

### Essential Functions

- Assist in managing the fundraise process for TMG's growth strategies
- Actively source, outreach, contact and build relationships with potential leads and future investors (high net worth individuals, family offices and RIAs)
- Target continued fundraising of \$150-250M a year across all of TMG's investment vehicles
- Champion the firm's business and strategies to successfully drive AUM growth
- Assist in preparing presentations and marketing materials for pitches on TMG's investment offering(s) by coordinating with IR, Acquisitions, Development, and Marketing teams.
- Assist in preparing a fundraising strategy at the beginning of each calendar year, and track progress against goals and expectations
- Remain knowledgeable of market and industry trends, competitors, and leading client strategies

## **Education/Experience/Characteristics**

- 1-3 years of relevant real estate, investment banking, or private equity experience required. Prior multifamily or industrial experience strongly preferred.
- 10-15 years of prior fundraising experience in high growth start-ups, investment banking, private equity, or venture capital
- Proven track record of fundraising in real estate or other alternatives product, particularly in private markets
- Prior experience pitching investment strategies to investors with varying degrees of sophistication
- Excellent communication and presentation skills
- Solid understanding of real estate and the private equity space
- Comfortable working in an unstructured, cross-culture environment with high expectations
- Sales driven mindset and personality

## **Benefits**

- A very exciting opportunity to deliver capital from your network to a real estate owner, operator, and developer in a newly created in-house role
- Flexibility in work location

Please send resume for consideration to: [info@tmgdc.com](mailto:info@tmgdc.com)