

**Job Title: Senior Associate**

**Company:** Sahara Investment Group

**Location:** Las Vegas, NV

**Job Type:** Full-Time

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## **About Sahara Investment Group**

Sahara Investment Group (“SIG”) is a direct commercial real estate lender and investor based in Las Vegas, NV, focused on flexible, fast, and creative financing solutions. We target investments across all real estate asset types in select Southwest and Mountain West markets.

SIG operates as part of an integrated platform with its sister company, CORE Advisory Partners, which provides capital markets and strategic advisory services to real estate developers, family offices, and investors. This shared structure enhances SIG’s market intelligence, sourcing capabilities, and execution resources.

We invest through a discretionary fund structure and closed our second fund in April 2024.

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## **Position Overview**

The **Senior Associate** plays a pivotal role in driving the investment lifecycle — from deal sourcing and underwriting through due diligence, closing, and ongoing asset management. This individual ensures excellence, strategic coordination, and disciplined execution across all functions while maintaining strong relationships with market participants, counterparties, and internal stakeholders.

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## **Key Responsibilities**

### **Operations**

- Manage and execute established sourcing workflows to ensure accuracy, consistency, and accountability across the deal pipeline.
- Conduct market and counterparty research, perform early-stage analyses, and develop actionable insights to inform investment decisions.
- Lead underwriting execution with full ownership of financial models, investment memos, and analyses that align with firm standards and investment philosophy.

- Coordinate due diligence and closing activities — managing third parties, reviewing reports, and maintaining transaction momentum through close.
- Oversee post-close asset management processes, including performance tracking, risk identification, and proactive value preservation.
- Drive cross-functional coordination among sourcing, underwriting, legal, and asset management teams to achieve firm objectives efficiently.
- Ensure compliance with firm policies, underwriting excellence standards, and established procedures at every stage of execution.

## **Relationships**

- Develop and maintain strong relationships with brokers, sponsors, lenders, and other market participants to enhance deal sourcing and market insight.
- Manage external relationships with third-party consultants, legal advisors, and counterparties to support underwriting, diligence, and closing efforts.
- Cultivate long-term professional relationships with peers and industry participants to strengthen network reach and brand credibility.
- Represent the firm's culture, professionalism, and values in all internal and external interactions.

## **Knowledge**

- Maintain deep understanding of the firm's investment philosophy and capital structure across funds, debt, equity, and separate accounts.
- Demonstrate strong technical proficiency in financial modeling (Excel), presentation materials (PowerPoint), and investment analysis.
- Stay informed on market dynamics, comparable transactions, and emerging trends across target geographies and sectors.
- Apply knowledge of company policies, standard operating procedures, and best practices to ensure disciplined and compliant execution.
- Understand key elements of the asset management process, including performance metrics, reporting requirements, and third-party oversight.

## **Reporting**

- Maintain accurate and up-to-date data within the firm's CRM, sourcing pipeline, and underwriting trackers.
- Prepare high-quality investment materials — including memos, Sources & Uses, term sheets, and ICOM materials — for senior review.
- Summarize complex analyses into concise recommendations for decision-making and Investment Committee discussions.
- Deliver regular reporting on sourcing, underwriting, due diligence, and asset performance for senior leadership and portfolio review.
- Support firmwide reporting initiatives, ensuring transparency, accuracy, and alignment with strategic goals.

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## **Qualifications**

- Bachelor's degree in business, finance, real estate, or related field.
- 3+ years of commercial real estate experience, preferably in debt or equity investing.
- Strong credit and structuring skills with direct experience underwriting CRE assets.
- Demonstrated ability to manage loan closings and asset performance.
- Experience in target markets (NV, UT, ID, AZ, TX, NM) preferred.
- Strong Excel and PowerPoint proficiency.
- Excellent communication, problem-solving, and interpersonal skills.
- Experience leading teams or managing junior staff is a plus.

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## **Why Join Sahara Investment Group?**

- Be a key member of a high-impact, entrepreneurial team.
- Competitive compensation and performance-based upside.
- Culture of ownership, transparency, and innovation.
- Opportunity to shape a growing investment platform and its future.
- Benefit from shared resources and deal flow across business lines.