



Job Title: VP/Director of Capital Formation

About Us

Revere Capital is a private credit investment firm specializing in lower middle-market commercial real estate bridge lending and specialty finance strategies.

Job Summary

Revere Capital seeks a VP/Director of Capital Formation to scale new capital sourcing for private credit strategies. This is a pure hunting role requiring an established network and proven ability to independently originate and close investor relationships. The role demands high autonomy, working closely with leadership while owning day-to-day sourcing and investor conversion.

Priority Investor Focus:

- Family Offices
- High Net Worth Individuals
- Independent RIAs and Fund-of-Funds
- Selective Institutional Capital

Key Responsibilities

Capital Formation & Relationship Management

- Expand investor base within RIAs, multi-family offices, UHNW individuals, and wealth platforms under \$15B AUM
- Leverage existing portable Rolodex and cultivate new relationships through networking and conferences
- Lead investor meetings and pitch presentations with fluency in private credit and CRE lending
- Manage full fundraising lifecycle independently from first meeting through close
- Maintain market awareness of allocator preferences and competitive positioning

Strategic Collaboration & Marketing

- Work with investment team to ensure accurate strategy and performance communication
- Support creation of investor materials, pitch decks, and email campaigns
- Contribute to product positioning and messaging strategies

Ideal Candidate

Experience & Skills

- 5+ years capital raising experience in private wealth, real estate finance, or private credit
- Proven success raising capital from family offices, HNW individuals, and independent RIAs
- Strong understanding of private credit and real estate structures
- Exceptional communication, presentation, and writing skills
- Highly organized and proficient in Microsoft Office
- Entrepreneurial mindset with ability to work independently and in teams
- Background in boutique private credit, real estate debt, or specialty finance preferred

Network & Style

- Proven ability to self-source capital without large institutional brand
- Hunter mentality with strong commercial instincts
- Highly self-directed and accountable
- Thrives in dynamic, entrepreneurial environments

What This Role Is / Is Not

This role is: Net-new sourcing, entrepreneurial, relationship-driven fundraising closely aligned with leadership.

This role is not: Coverage-only investor relations, wirehouse distribution, marketing/PR focused, or institutional-only fundraising.

Compensation & Alignment

Competitive, performance-driven compensation including base salary, performance bonuses, and long-term upside aligned with platform growth. Details discussed with qualified candidates.

Why Reverse

- Direct access to Founder and decision-makers
- Clear, differentiated lower middle market private credit strategy
- 20-year tenure in the private credit space
- Aligned investor base focused on income and downside protection
- Opportunity to materially impact firm growth trajectory