

Job Title: Senior Originator— *Institutional Bridge*

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 Senior Originator for Collateralized Loan Obligation (CLO) Real Estate Loans is responsible for sourcing, structuring, and executing short-term bridge loans on commercial real estate (CRE) properties designed for inclusion in a CLO securitization vehicle. This role requires a sophisticated understanding of both commercial lending and capital markets, focusing on transitional or bridge assets that meet specific eligibility criteria for CLO structures.

Key Responsibilities

- **Origination and Pipeline Development:** Build and maintain a network of borrowers, brokers, and CRE professionals to source, negotiate, and secure new loan opportunities.
- **Loan Structuring and Underwriting:** Evaluate, underwrite, and close complex investments tailored for CLO vehicles, including analyzing property fundamentals, borrower creditworthiness, and market risks.
- **CLO Eligibility Analysis:** Ensure all originated loans comply with specific CLO indenture requirements, such as concentration limits, borrower diversification, and quality standards (e.g., senior secured status).
- **Transaction Execution:** Manage the entire loan process from term sheet negotiation to closing, working with internal legal and credit teams to ensure compliance with company and securitization standards.
- **Relationship Management:** Cultivate long-term relationships with borrowers to encourage repeat business and manage client expectations throughout the loan lifecycle.
- **Strategic Growth:** Collaborate with senior management to identify new market opportunities and adjust lending strategies based on shifting economic conditions.

Required Qualifications

- **Experience:** 15+ years of experience in commercial real estate lending, specifically in sourcing and structuring high-yield or bridge debt.
- **Education:** Bachelor's degree in finance, real estate, economics, or a related field; an MBA or CFA designation is often preferred.
- **Technical Skills:** Deep knowledge of CRE finance, capital structures, and familiarity with CLO mechanics and rating agency requirements.
- **Analytical Skills:** Strong financial modeling capabilities and in-depth understanding of commercial real estate valuation and market analysis.
- **Soft Skills:** Proven ability to build relationships, negotiate complex terms, and work independently in an entrepreneurial environment.

Key Performance Indicators

- **Loan Production Volume:** Achieving annual loan origination targets of at least \$250,000,000 per year with a focus on Class A and B multifamily properties.
- **Portfolio Performance:** Maintaining low default rates and high-quality credit metrics within the managed portfolio.
- **Transaction Timeliness:** Closing deals within specified, often tight, timeframes.

Compensation & Alignment

Competitive, performance-driven compensation including base salary, performance bonuses, comprehensive health benefits, 401K matching, unlimited PTO and long-term upside aligned with platform growth. Details discussed with qualified candidates.

Why Revere

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

NON-NEGOTIABLES-OUR CORE VALES

DO THE RIGHT THING — “Integrity, Always”

You operate with the highest ethical standards, even when no one is watching. You do what you said you would do. You treat counterparties and teammates with respect. And you protect Revere's reputation in every interaction.

Your communication builds trust because it's direct, accurate, and grounded in reality. At Revere, integrity is not a preference; it's the expectation.

INNOVATION — “Assume There is a Better Way”

You're wired to solve problems. You don't complain about inefficiency; you solve it. You look for smarter ways to work, better tools to use, and stronger systems to build, especially through technology and AI.

You communicate ideas in a way that moves them forward -clearly, thoughtfully, and with enough substance that others can act on them. You're not just busy; you're effective.

OBJECTIVITY — “Data Decides”

You make decisions grounded in facts, not noise. You pressure-test assumptions, stay disciplined, and don't let momentum, ego, or external pressure override our fundamentals. You understand that objectivity isn't just a personal strength; it's a responsibility. **Data-driven decision-making is how we protect our investors, our performance, and ultimately our firm. You communicate with precision:** what you know, what you don't know, what you're assuming, and what you need to validate.

ACCOUNTABILITY — “Own the Outcome”

You don't confuse activity with progress. You take ownership, close loops, and drive execution. When something goes wrong, you don't blame the market, the borrower, or the process; you solve the problem. **You communicate like an owner:** proactively, directly, and with solutions, not surprises. You don't wait for someone to ask; you take responsibility for keeping deals and relationships moving.