

**Company:** LaSalle Investment Management (“LaSalle”)  
**Job Title:** Transactions Analyst  
**Department:** Acquisitions  
**Location:** Munich

#### **Company Profile:**

LaSalle Investment Management (“LaSalle”) is a global real estate investment manager with more than \$70 billion of private and public real estate assets under management and over 900 employees in 15 countries worldwide. Our diverse investor base includes public and private pension funds, insurance companies, governments, endowments and high net worth investors from across the globe. LaSalle sponsors private separate accounts, private open and closed-end commingled funds, and public real estate securities programs. As a wholly owned member of the Jones Lang LaSalle group, LaSalle's investment teams also draw on the intelligence and resources of our parent company, giving us unique access to market opportunities and key industry leaders. LaSalle has the ambition, creativity and opportunity to be a global leader in technology-driven real estate investment management, and the successful candidate will have a key role in driving this transformation.

LaSalle offers specialised real estate services to meet changing client expectations and market conditions. With an established presence in, and an intimate knowledge of, local real estate and capital markets worldwide, LaSalle creates value for clients by addressing their local, regional and global needs as well as their broader business, strategic, operating and financial goals. LaSalle has innovative thought leadership and prides itself in a ‘client-first’ mentality, striving for exceptional client satisfaction through the highest level of services.

#### **Team Overview:**

This position is part of the investment team, based in Munich and support the engagement in real estate acquisitions throughout Italy, Spain and Central Eastern Europe, with the possibility to be involved in transactions in Germany, Sweden, Netherlands. The successful candidate will be responsible for conducting qualitative and quantitative analysis of potential acquisitions, preparing presentations for the investment committee, assisting in deal sourcing and due diligence processes and preparation of offers. This is an exciting position within an international setting where you will have access to a very broad network in the real estate industry.

#### **Role and Accountabilities:**

The successful candidate will have significant interaction with Asset Management and Fund Management, but also with Investor Relations as well as external clients/advisors and valuers. Besides excellent financial modelling skills, soft skills such as communication and team-fit are a must.

- Responsibilities will focus on acquiring & selling properties
- Support the Transactions Team in financial analysis of potential acquisitions for the relevant Property Funds
- Modelling of property cash flows and calculating other performance measurements based on various common market practices
- Preparation of Investment Committee Memorandum’s to support strategic investment and debt financing decisions

- Underwriting transactions with Argus Enterprise and a LaSalle tool for forecasting tax & fund fees in Excel, this includes developing pro forma financials on both a pre-tax and after-tax basis
- Gathering and evaluating economic, demographic and real estate market data
- Reviewing legal and financial documents and other materials as part of the due diligence process or as part of on-going property oversight
- Preparation of reports and presentations for internal and external use
- Coordination with Asset and Portfolio Managers as well as other internal stakeholders
- Assistance in execution of due diligence and coordination of external service providers
- Mandating external advisors and follow up on DD budget spent,
- Managing the CPs in the SPA for the closing process, including support in the flow of funds
- Potential to participate in negotiations with vendors and brokers
- Assistance in preparation of investor presentations
- Ensuring that the quality of due diligence and calculation is checked and improving existing systems
- Preparation of offer letters
- Closing of transactions including transfer to the asset management and fund management

**Required Qualifications & Experience:**

- The ideal candidate will already have real estate experience in the relevant European markets,
- Up to two years' experience in real estate acquisitions, fund management or asset management
- University degree (bachelor or master) in a real estate related subject
- Fluent in German and English. Italian and Spanish languages would be an advantage
- Very good communication skills and brings motivation to a team by contributing knowledge and constructive interaction
- Excellent PC-skills (Word, Excel, PowerPoint) and knowledge of Argus Enterprise
- Knowledge of relevant European property market and capital market practices would be an advantage
- Highly developed verbal and written communication skills in both German and English
- Ability to work both independently and as part of a European team
- Excellent multi-tasking skills and ability to work on a variety of projects simultaneously
- Valuation expertise
- Strong social skills in dealing both with colleagues and third parties
- International experience would be an advantage.

To apply: [https://jll.wd1.myworkdayjobs.com/lasallecareers/job/Munich-DEU/Transactions-Analyst\\_REQ169056](https://jll.wd1.myworkdayjobs.com/lasallecareers/job/Munich-DEU/Transactions-Analyst_REQ169056)

*LaSalle is an Equal Opportunity Employer and encourages applications from all sections of the community*