



Rieth Jones Advisors (RJA) is seeking a Senior Advisor to join their team in Charlotte, NC, or Columbus, OH.

RJA is seeking to expand our team by welcoming a Senior Advisor in either Charlotte, NC or Columbus, OH. This role will be instrumental in providing tailored advisory services across a diverse spectrum of projects, encompassing strategic planning, financial and business operations analysis, real estate transaction execution, and the facilitation of public-private partnerships (“P3”), among other areas. This position is uniquely structured to report to and work with the firm's senior leadership. The role requires a strong combination of technical, strategic, and managerial thinking and effective communication skills across mediums.

About Rieth Jones Advisors

RJA was founded with the intent to do things differently. We are a collective of individuals who are self-starting, motivated, energetic, entrepreneurial, and passionate about what we do. Our unwavering commitment to excellence is made possible by our robust team of subject matter experts in real estate, finance, operations, design, construction, and infrastructure, who bring a wealth of knowledge and experience to each project.

RJA provides a unique offering of strategic planning and advisory services to position higher education institutions to solve complex financial, operational, and real estate challenges. We embrace the opportunity to work with our institutional partners as one team to advance their goals through a customized hands-on process. We work with assets, including student housing, athletics, student life, academics, parking, utility systems, administrative, and related facilities. With more than 175+ clients across 33 states, the RJA team has planned \$13+ billion in capital projects and executed \$1.5+ billion in P3 transactions. We provide value in every interaction, driving exceptional results for our institutional partners.

Core Responsibilities of the Senior Advisor

- **Collaborate with RJA Team Members:** Collaborate closely with RJA leadership team and current team members to gain a deep understanding of our existing advisory processes. Implement best practices to enhance the efficiency and effectiveness of our firm’s offerings, management, and overall performance.
- **Lead Associate Teams:** Take a leadership role in guiding and mentoring a team of Associates across a diverse range of projects, including initial market analyses and complex operational and capital projects.
- **Diverse Task Execution:** Execute various tasks, including but not limited to:
 - Developing and managing project timelines
 - Conducting focus groups
 - Conducting market research
 - Developing surveys and analyzing data
 - Performing operational, physical, and financial due diligence
 - Developing economic models
 - Conducting site assessments
 - Engaging in space planning and programming
 - Reviewing documents such as research reports, master plans, economic models, procurement documents, project budgets, design documents, legal agreements, etc.
 - Managing and collaborating with institutional partners
 - Developing and delivering presentations to institutional executives
 - Creating and maintaining documentation through memo and report writing
- **Administrative Responsibilities:** Additionally, you will be responsible for:
 - Collaborating with the RJA leadership team to establish standards, processes, and procedures for team-wide implementation, ensuring alignment and protection of both our interests and those of our institutional partners.
 - Contributing to thought leadership by actively participating in shaping the firm’s short and long-



term strategic direction.

- Participating in firm growth efforts, including recruiting, interviewing, and engaging with professional staff to expand our team.
- Supporting RJA staff development and marketing activities to promote firm growth.
- Leading internal strategy development and preparation for assigned project work and RJA organizational initiatives.
- Working closely with the RJA team to execute existing projects and identify new opportunities nationwide, occasionally requiring travel.
- Traveling to different campuses, as needed, to support our institutional partners and lead in-person meetings when requested or required.
- Fulfilling any other duties assigned with the same level of dedication expected of all RJA team members.

Qualifications/Desired Background

- **Educational Qualifications:** A bachelor's degree in finance, real estate, or a related field is required, with an MBA/master's in real estate, business, or a related field preferred.
- **Personal Experience:** Candidates should have at least 3+ years' experience in advisory/consulting, commercial real estate, real estate finance, P3 advisory, or space planning. Proven experience with complex real estate advisory and economic modeling assignments is highly valuable.
- **Strong Work Ethic:** Demonstrate a dynamic work ethic and self-motivation to continually pursue excellence.
- **Financial Modeling Skills:** Strong financial modeling, both real estate finance and project finance.
- **Entrepreneurial Spirit:** Exhibit an entrepreneurial mindset, with the ability to prioritize multiple tasks and manage time effectively.
- **Consultative Skills:** Possess strong consultative and facilitation skills, with experience working collaboratively with internal or external parties.
- **Team Player:** Display strong teamwork and collaboration skills, including the ability to collaborate virtually with colleagues in various locations.
- **Analytical Skills:** Can distill research data and analyses into clear, actionable recommendations and results, with a focus on effective storytelling.
- **Communication Skills:** Exhibit excellent written and verbal communication skills with strong interpersonal skills to interact with stakeholders at all levels of the organization.
- **Travel Flexibility:** Be open to travel as needed to fulfill job requirements.

Why RJA

- RJA offers competitive pay based on experience and qualifications.
- This position is eligible for quarterly and annual performance-based bonuses up to 20% of the base salary.
- RJA provides various employer-sponsored health, vision, and dental insurance options and a 50% cost share of the premiums.
- 401(k) plan, including company matching.
- Generous PTO, holidays, and parental leave.
- Flexible work environment.
- Annual vacation stipend.
- Annual team trip and inter-office travel.

To apply, email resume and cover letter to asti@riethjones.com.