



strategy

Experienced candidate selected to devise operating protocol and maintain investment return for newly built/acquired portfolio of Seniors assets

VP of Seniors Housing Asset Management – Scottsdale, AZ

A recently raised equity fund placing near \$400 million in capital into new construction Seniors housing communities established its first-ever development/investment platform. The ultimate goal was to form a dedicated, in-house management company. However, the group lacked the fundamental (to Seniors housing) understanding of daily financial/operational protocols that build upon themselves to form a fiscally responsible and net-positive operating income strategy.

ibr Search conducted a national search of prevalent Seniors housing investor-operators, attempting to strike the needed balance of these target company's philosophy of seeking investment return and operational quality. In addition, ibr identified high portfolio growth characteristics of these firms such that any candidates recruited could keep pace with the demands of a new platform acquiring land and building as many as a dozen new Seniors communities within their first 36 months of employment.

Our client is now over a year into their development campaign and are rest assured that their new VP of Asset Management, celebrating a one-year anniversary as well, has implemented an asset management doctrine to guide the firm into pre-opening and marketing/sales of their first assets.



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