
Position	Associate, Investments
Location	Carlsbad, CA (in office). This position does not require travel.
Time commitment	Full time
Compensation	\$120,000 - \$160,000 + bonus potential
Benefits	Full medical, dental, and 401(k) with employer match

About Virtú Investments

Founded in 1997, Virtú Investments is a multifamily investment manager with nearly three decades of cycle-tested results. We combine deep market insight, full-scope execution, and a collaborative culture to create lasting value for our investors and partners.

At Virtú, we believe strong investments start with strong teams. Our people aren't just closing deals. They're building communities, developing careers, and delivering outcomes that matter. Here, your perspective counts, your ideas move the needle, and your work makes an impact beyond the numbers.

Position Overview

We are looking for an Associate to join our Investments team, focused on acquisition due diligence, transaction execution, and analytical support across the firm. The work is execution-oriented, requiring close coordination with internal leadership and external counterparties. The Associate will lead, or grow into leading, key aspects of Virtú's investment activities, with direct exposure to senior decision-makers and a clear path to increased ownership of transactions and investment outcomes. Title, compensation, and scope of responsibility will be calibrated to experience.

Responsibilities

ACQUISITION DUE DILIGENCE

- Contribute to, and eventually lead, the full due diligence process for prospective property acquisitions.
- Coordinate third-party consultants, review findings, and assess risks.
- Understanding of real estate finance and how debt availability affects the acquisition.
- Review and refine investment models, including underwriting assumptions and sensitivity analyses.
- Audit lease files, rent rolls, operating statements, and other seller-provided documentation to validate underwriting assumptions.

- Market research on target acquisitions and the broader investment environment.
- Assist in the preparation of internal investment memoranda and materials for investment committee presentations.

TRANSACTION EXECUTION

- Contribute to, and eventually lead, the execution of acquisition, disposition, and refinancing transactions from contract through closing.
- Manage and coordinate all transaction participants, including legal counsel, lenders, mortgage brokers, title and escrow, consultants, equity partners, and buyers/sellers.
- Track and adhere to critical dates, deliverables, and conditions to closing; proactively identify and resolve execution risks.
- Review and assist in negotiating key transaction documents, including purchase and sale agreements, loan documents, and closing statements.
- Support, or oversee/lead, the closing processes to ensure accuracy, timeliness, and alignment with approved investment terms.

ASSET AND PORTFOLIO MANAGEMENT

- Portfolio cash flow modeling and projections.
- Performance to model assessments, and presentation.

AD HOC AND STRATEGIC ANALYSIS

- Perform ad hoc financial and analytical work to support investor presentations, capital raising efforts, and strategic initiatives.
- Support evaluation of new investment strategies, markets, or structures as directed by senior leadership.

PORTFOLIO SUPPORT

- Support refinancings, capital events, and major asset-level decisions with analytical and execution support.
- Help maintain internal models, data sets, and underwriting templates to ensure consistency and accuracy across investments.

PROCESS IMPROVEMENT AND FIRM SUPPORT

- Design new, and improve existing, tools and analyses (primarily in Excel) that support the company's goals.
- Help develop and refine internal processes, underwriting standards, and transaction workflows.
- Maintain organized diligence files, transaction records, and analytical work.
- Support other firm initiatives as needed in a collaborative, entrepreneurial environment.

Qualifications

REQUIRED

- Bachelor's degree in business, real estate, economics, finance, or related field.
- 4 to 6 years of experience conducting due diligence and managing transactions at a multifamily investor or mortgage banker.
- A deep understanding of the multifamily investment market, valuation principles, real estate finance, market norms, and investment modeling.
- Excel expert. Proficient at Excel financial modeling, including the ability to audit and augment existing company models.
- Excellent communicator capable of professionally interacting with company executives and third parties.
- Ability to prioritize competing tasks and clearly communicate with stakeholders.

PREFERRED

- Experience with AI LLMs, specifically Claude.
- Experience with market data platforms (RealPage, CoStar, Yardi Matrix, Green Street) and their methodologies.

Why Virtú

- Direct impact on portfolio growth by working on each deal that goes to the Investment Committee.
- Collaborative, high-performance culture.
- Competitive compensation package with benefits.
- Nearly three decades of investment expertise and a strong track record of success, including deployment of 8 discretionary funds, with the 9th on the way.
- Professional growth opportunities within a rapidly expanding investment platform.

How to Apply

To apply for this position, please send your resume to hiring@virtuinvestments.com.

Virtú Investments is an equal opportunity employer. We consider all qualified applicants without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, veteran status, or any other characteristic protected by applicable law.