

Position: Regional Director of Acquisitions

Location: Carlsbad, CA. Part time remote potential for candidates based in Western U.S.

Time Commitment: Full time

Salary Range: Competitive salary + performance-based incentives

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.

Overview

We're looking for a Regional Director of Acquisitions to lead sourcing and execution for Class A and B multifamily investments in the Western U.S., with a focus on Texas and Sun Belt markets. This is a high-impact role for a driven investment professional who thrives in entrepreneurial settings, builds meaningful industry relationships, and wants to directly shape the growth of our portfolio.

Key Responsibilities

- Source, evaluate, and execute multifamily investment opportunities within a defined region in the Western U.S.
- Conduct property tours, analyze market dynamics, and build strong relationships with brokers, owners, and other counterparties.
- Manage the full deal pipeline, from initial underwriting through LOI negotiation, due diligence, and closing.
- Create and present detailed investment memos to our broader team.

- Negotiate and structure letters of intent and purchase agreements to align with firm objectives.
- Monitor market trends and identify new opportunities to expand Virtú's multifamily portfolio.
- Collaborate with internal teams, including asset management and capital markets, to ensure seamless execution and long-term investment performance.

Qualifications

- Bachelor's degree in business, real estate, economics, finance, or related field.
- 2–5 years of multifamily acquisitions experience, ideally with coverage in Texas or the Western U.S.
- Demonstrated experience touring assets, submitting offers, and negotiating LOIs.
- Strong track record of cultivating and maintaining broker, owner, and lender relationships.
- Proven ability to prepare and present investment memos to senior leadership.
- Solid pipeline management and organizational skills with the ability to handle multiple deals simultaneously.
- Self-starter with strong analytical and negotiation skills; entrepreneurial mindset a plus.
- Flexibility to travel regularly across regional markets.

Why Join Virtú

- Direct impact on portfolio growth with autonomy in your region.
- Collaborative, high-performance culture.
- Competitive compensation package with benefits.
- Nearly three decades of investment expertise and a strong track record of success.
- Professional growth opportunities within a rapidly expanding investment platform.