

Principal

Location: Remote (Preference in DC/MD/VA)

Reports to: Partner/s

Start Date: Flexible

About the Organization

At Level Field Partners, we work with high-quality charter school operators to enable cost-effective access to first-class facilities. Founded in 2017 by Alex Shawe and David Endom, Level Field Partners is committed to providing real estate and related financing solutions aligned solely with the interests of charter school operators.

Collectively, the Level Field Partners team has dedicated 20+ years of experience supporting high-performing charter schools address some of their most pressing challenges in order to educate more children, enrich learning environments, and strengthen their economic standing. The team has deep internal sector knowledge from having served as charter school financial managers, in-house real estate developers, and general counsels. We are proud that our structure allows us to combine sophisticated commercial expertise with a mission-driven approach driven only by what's best for charter operators.

LFP's dedication and deep sector expertise is evidenced by our having worked on numerous charter school facilities projects, representing more than \$400M in total project costs and 1.4M+ square feet of educational space. The need for our work has been recognized across the sector, and LFP has established partnerships with the Walton Family Foundation, Charter School Growth Fund and the KIPP Foundation. We have active projects with high-quality operators and mission-aligned support organizations in Washington DC, New York City, Tennessee, Georgia, Indiana, and California.

In addition to our deep charter school experience, we leverage decades of additional experience in management consulting, investment banking, and the legal field to function as extensions of in-house leadership teams, positioned on the "same side of the table" as the schools we serve, zealously representing the financial, real estate, and programmatic interests of our clients.

For more information on Level Field, please visit: www.levelfieldpartners.com.

About the Role

We are looking for a Principal to join our team to lead client engagements in a role focused on the real estate development and financing transaction for new charter school facilities. The Principal will work with an external team of real estate experts through the development process with the overall responsibility to ensure on-time, affordable facilities are delivered to our client. The Principal will be responsible for managing anywhere from 3-5 client engagements at a time, leading the engagement through project scoping, underwriting and financing closing, while managing all stakeholders to a project timeline.

The ideal candidate will demonstrate an ability to manage complex projects, think strategically, communicate effectively, and work as a team member both within our Level Field team and with the operator/client and project teams. The Principal will report to LFP's Founding Partners, both located in the greater DC area, to execute on the day-to-day activities needed for the client engagement.

Roles & Responsibilities:

As a startup, everyone on our team wears multiple hats that change as our clients' needs do. We are looking for team members with that entrepreneurial spirit to dig in and be flexible as needed. The Associate will have two main focuses to their work, as detailed with examples below.

Project-Related Activities: While each client engagement may vary slightly, Level Field's core services revolve around the following three content areas:

- Facility Feasibility and Roadmapping
- Project Team Assemblage
- Financing Sourcing & Structuring

For more on our core services: <https://www.levelfieldpartners.com/what-we-do/>.

We are looking for candidates to step in to client engagements to directly manage project-related work, which may include:

- Long-term facility and financing strategy planning
- Project budget scoping and affordability analyses
- Sourcing of relevant third-party professionals, including architects, attorneys, project managers, and general contractors
- Ongoing project leadership and coordination, inclusive of oversight of all project team members and total development cost budgets
- Financial modeling for school operators
- Organizational underwriting and financing capacity review, that includes evaluation of public and philanthropic funding sources
- Negotiation and evaluation of multiple lender term sheets from commercial banks, CDFIs, tax-exempt bond offerings, NMTC investors, credit enhancement programs, and other capital sources
- Hands-on coordination and support of the closing on financing

Qualifications:

A candidate for the Principal role should be able to demonstrate:

- A deep commitment to LFP's mission to serve charter operators, their students and communities. Prior charter operator experience is strongly preferred.
- A track record of excellent performance at a high-quality charter management organization or related charter support organization.
- Strong analytical skills and a track record of creative problem-solving.
- Financial modeling expertise and client presentation skills. Proficiency in Microsoft Office.
- Inspiring organizational and self-management skills with the ability to plan and execute effectively, while often remotely located from both clients and LFP team members.
- Effective written and verbal communication skills with the ability to clearly communicate to a diverse set of stakeholders.
- An entrepreneurial spirit.
- Bachelor's degree from a leading university (business, economics, finance, real estate, architecture/engineering preferred).
- 8-10 years' professional experience in a role requiring strategic problem solving, project management, commercial or charter school lending, and real estate development. Experience in client service role, a plus.
- Prior experience in a client services industry, such as management consulting or investment banking, or prior experience structuring, negotiating, and closing real estate transactions, a plus.

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- Financial expertise in a variety of debt transactions, such as CDFI loans, tax-exempt bonds, and New Markets Tax Credits, a plus.
 - Graduate degree in relevant field is a plus.
 - Ability to travel, up to 25-30%, to client sites and LFP team meetings.

To Apply:

Applications will be evaluated on a rolling basis. Applications should consist of a cover letter stating interest and a current resume. Please submit electronically to: lindsay@levelfieldpartners.com.

Salary and benefits will be competitive and commensurate with experience. Level Field Partners is an equal opportunity employer and is committed to building a diverse team. We strongly encourage individuals from all backgrounds to apply.