



## Managing Director & Head of Capital Formation

Virtus is seeking a senior-level Head of Capital Formation to lead and scale the firm's capital markets function. Virtus has already built a data-driven capital formation engine, strong processes, and an established investor base. The mandate is to continue iterating the capital formation engine, maximize capital velocity, deepen institutional relationships, and drive sustained, scalable inflows.

### Mandate

Own capital inflows across the platform by expanding institutional relationships, increasing conversion and re-ups, leading a high-performance capital formation team, and elevating Virtus as a top-performing specialist platform.

### What You'll Do

- Originate and close institutional capital (pensions, insurance, SWFs, E&Fs, OCIOs)
- Drive programmatic LP relationships and repeat allocations
- Monetize existing investor base (increase check size, frequency, cross-product participation)
- Lead and manage IR / Capital Markets team with clear KPIs and production targets
- Expand distribution across wealth platforms and family offices
- Provide market feedback on pricing, structure, and demand
- Optimize capital formation systems, funnel conversion, and capital velocity

### What We're Looking For

- 12–20+ years in capital formation within private equity real estate funds
- Proven institutional fundraising track record (discretionary funds, not just deal-by-deal)
- Existing, portable LP relationships
- Demonstrated ability to close capital consistently
- Alignment with Firm culture with past behaviors supporting the Firm's core values
- Operator mindset: closer, leader, and execution-focused

### Compensation

Competitive base + performance bonus + carry participation. Partner-level alignment with long-term capital formation success.

### Location

Austin, TX (flexible to NY, Chicago, or DFW after onboarding). Significant travel required.

### About Virtus

Virtus Real Estate Capital (founded 2003) invests in the built environment where Americans learn, live, heal, and age. The firm has invested ~\$8B across 317 properties and realized 234 properties in Healthcare, Education, Storage, and Middle-Income Workforce Housing.

Virtus is headquartered in Austin, TX, with additional investment team members located on the coasts and an office focused on offshore investor relations in Abu Dhabi, UAE.