



DWIGHT MORTGAGE TRUST

Dwight Mortgage Trust

Job Title: RIA External Wholesaler / Equity Distribution

Dwight Mortgage Trust, LLC (“DMT” or the “Fund”) is an actively managed real estate investment trust specializing in the origination and financing of commercial mortgages across a range of real estate asset classes. DMT works in conjunction with affiliate firm Dwight Capital to source and evaluate lending opportunities nationwide. The Fund partners with experienced sponsors on projects in major markets, focusing on investments with a clearly defined strategy. Through diligent portfolio monitoring and balance sheet management, DMT achieves attractive risk-adjusted returns for its investors.

DMT is seeking to hire an RIA External Wholesaler / Equity Distribution as part of its Capital Markets team. Focused on RIA firms and wealth managers, this position will oversee sales and marketing activities for the sourcing and placement of non-traded REIT’s, open/closed-end funds and separately managed accounts. Working within DMT means working in a fast-paced, entrepreneurial environment with meaningful exposure to a flat corporate structure, and significant opportunity to take on new responsibilities.

Responsibilities

- Maintain and cultivate RIA and wealth management relationships and aggressively expand new relationships to facilitate the growth of AUM
- Develop business knowledge and be responsible for articulating strategy, platforms, and competitive advantages to both existing and potential investors and other stakeholders
- Working closely with internal/external teams to support fundraising efforts acting as the central point of contact
- Develop and execute a sales strategy consistent with sales goals with accountability for the overall performance
- Convey deep technical knowledge of the firm’s investment strategies and fund vehicles
- Collaborate with Portfolio Management team in the preparation of marketing content including, but not limited to, pitch books, case studies, due diligence material, and custom presentations
- Working with the Corporate Communications & Branding team to execute programming initiatives such as conferences or events to help raise brand awareness

Qualifications

- Bachelor’s degree



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- Minimum of 7 years of experience wholesaling with significant relationships at large RIA firms and wealth managers
- Proven track record of success
- Excellent written and verbal communication skills
- High degree of self-motivation and professionalism, with a confident, assertive style and tenacity to deliver results
- Strong ability to influence both internal and external stakeholders
- Excellent relationship building and conflict resolution skills
- Significant travel required

Overview of Benefits

- Employer contributing healthcare plan including dental & vision, as well as HSA and FSA account options
- 401(k)
- Floating holiday schedule (9 Days)
- Paid Time Off (PTO) commensurate with experience & tenure
- Transit & parking pre-tax plans with company subsidy where eligible
- Fully stocked kitchen (including Kosher) as well as catered lunch several times a week
- Wellness Benefits such as an on-site gym for employees, discounted gym memberships, and group fitness classes
- In-office services such as chiropractor & hair appointments monthly