

Director - Capital Formation

January 2026



WHO ARE WE:

Founded in 2011, Timberlane Partners is one of the most active Seattle-based real estate investment, development, and asset management companies specializing in multifamily real estate. Led by an experienced team, Timberlane has successfully acquired and developed nearly \$2 billion of real estate assets throughout the West Coast and Mountain West. We pride ourselves on our disciplined, entrepreneurial approach, fostering long-term partnerships, and consistently delivering outstanding risk-adjusted returns. We are seeking a candidate with the ambition to scale aggressively.

ABOUT THIS POSITION:

We are seeking a mid-level capital markets professional to expand and deepen our investor footprint. This role is responsible for originating and developing private fund capital LP relationships, generating meetings for senior leadership, and building a durable investor network across family offices, RIAs, and private wealth platforms (e.g. iCapital). This is a highly external, relationship-driven role for a motivated professional who wants to be in the market, build trust, and grow with an institutionalizing real estate platform.

Job Title: Director - Capital Formation

Job Type: Full-time

Location: Seattle, WA (Hybrid – minimum 4 days/week in office)

Reports to: Managing Director - Private Capital

Company: Timberlane Partners

KEY RESPONSIBILITIES:

Investor Outreach & Relationship Development

- Proactively source and cultivate relationships with fund LP's nationally
- Serve as first point of contact for existing and potential investor conversations
- Maintain consistent follow-up and engagement cadence

Meeting Generation & Market Coverage

- Coordinate firm resources for fundraising
- Represent Timberlane at conferences, events, and industry gatherings
- Travel extensively to maintain active partner engagement

KEY RESPONSIBILITIES (Continuation):

Pipeline & CRM Ownership

- Own CRM hygiene and pipeline tracking
- Produce weekly pipeline forecast and activity reports
- Maintain high visibility to sales pipeline

Market Intelligence & Feedback Loop

- Capture LP sentiment, objections, and feedback
- Share real-time market insights with leadership
- Help refine messaging based on allocator conversations
- Maintain active awareness of strategies and investment products

QUALIFICATIONS:

- **Education:** Bachelor's degree in Finance, Accounting, or Business; MBA preferred.
- **Experience:**
 - 3-7+ years in capital raising, investor relations, placement advisory, RIA coverage, ideally in real estate private equity.
 - Proven track record in generating top and mid-funnel capital formation activity.
- Strong knowledge of financial markets and fund structures.
- Excellent leadership, communication, and negotiation skills.

CORE COMPETENCIES:

- Strong interpersonal and written communication skills
- Comfortable with cold and warm outreach
- High energy, self-directed, and resilient
- Willingness to travel frequently

COMPENSATION:

- Full-time, salaried position, \$165,000-\$190,000 annually, plus annual discretionary bonus
- Employer-paid premiums for medical, dental, and vision coverage
- Health Care and Dependent Care Flexible Spending Accounts
- Employer-paid life insurance
- Long-term disability insurance
- Employee Assistance Program
- 401(k) plan with employer-matched of up to 4%: 100% of the first 3% contributed, 50% of the next 2%
- 20 days of paid time off (PTO)
- 10 paid holidays
- Professional development opportunities

Timberlane is committed to a diverse and inclusive staff. We are interested in hearing from people who can work with diverse communities. Candidates of all backgrounds are strongly encouraged to apply.

