

**Vice President – Research Organization  
Cornerstone Real Estate Advisers LLC  
Hartford, Connecticut**

**About Cornerstone:** Cornerstone Real Estate Advisers LLC (“Cornerstone”), founded in 1994, is an SEC Registered Investment Adviser headquartered in Hartford, Connecticut. Cornerstone, an indirect, wholly-owned subsidiary of the MassMutual Financial Group, manages over \$10 billion in private and public equity real estate on behalf of a number of institutional clients, as well as, MassMutual. Cornerstone employs over 120 professionals and support staff among its headquarters, regional offices - located in Glastonbury, CT, Chicago, IL and Santa Monica, CA and a real estate securities office, located in Stamford, CT.

**Job Responsibilities:**

- Full Time Position
- Respond to corporate and regional office needs for regional, market and submarket analysis and forecasts.
- Lead projects in support of the company’s real estate strategies.
- Support business development initiatives, including client presentations and public speaking at key industry events.
- Develop econometric modeling capacity to support analytical needs.
- Identify and research underlying trends impacting the real estate investment environment.
- Produce regular research pieces for distribution internally, to clients, and the broader media.
- Effectively represent the Research Group’s position on various strategic and tactical issues.
- Present research analysis and strategies at client meetings.
- Manage, train, and lead a staff of research analysts. Provide guidance and mentoring to staff on assigned work.

**Knowledge  
Requirements:**

- 7 – 10 years experience in real estate economics and market research, using both quantitative and qualitative methodologies.
- Master’s degree in economics or related field (e.g., urban economics or finance). CFA a plus.
- Analytical report writing experience with solid editorial skills.
- Familiarity with econometric methodologies and statistical analysis.
- Knowledge of econometrics, statistical/market analysis, portfolio analysis and construction, and forecasting.
- Exposure to the commercial real estate industry, with an understanding of common industry terms and practices.

- Proficiency with Microsoft Office especially Excel, PowerPoint, Word, Access. Additional expertise in database management a plus.
- Familiarity with real estate research resources and methodologies.
- Experience preparing and delivering client presentations.
- Demonstrated experience working with industry groups and clients.
- Some supervisory experience required.

***Competencies:***

- Entrepreneurial; out-going personality.
- Excellent oral and written communication skills, including presentation skills.
- Excellent leadership skills.
- Demonstrated skill and ability to assemble, store, manipulate, and interpret economic, consumer, demographic and other research and data relevant to our industry.
- High degree of independence, initiative, responsibility, and accountability.
- Ability to work as an integral part of a team that includes other company departments and managers.
- Ability to conceptualize, create and coordinate report production assignments and schedules within tight deadlines.
- Experience managing multiple projects.
- Ability to travel.

***EEO Statement:***

Cornerstone is an Affirmative Action/Equal Employment Opportunity Employer.

***Contact Information:***

Please see cover letter and resume to Carolyn Y. Zolty, Human Resources  
[czolty@cornerstoneadvisers.com](mailto:czolty@cornerstoneadvisers.com)

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