



Senior Director of Transactions

Eastwood Forests, LLC is a new company that invests in and manages forests for carbon sequestration, sustainable production of wood products, and generating competitive financial returns. Eastwood Forests is a partnership between Sumitomo Forestry of Japan, and a US team with decades of experience and expertise in the management of forests and forest investments.

Eastwood Forests' first fund is focused on North America, with opportunities for acquisitions in Central and South America. In subsequent funds we plan to expand to Southeast Asia and Oceania to leverage Sumitomo's current operations and existing personnel in those regions.

Position Title: Senior Director of Transactions

Location: Chapel Hill, NC (preferred)

Required Travel: Significant domestic and international travel is expected.

The Position: The Senior Director of Transactions will lead the team responsible for acquiring and eventually selling forestland properties. As part of a small team with significant capital backing, this position holds strong potential for decision-making and professional growth.

Responsibilities and Scope:

- Develop and maintain an acquisition pipeline of forestland assets both in the US and international
- Develop and implement transaction strategies from small tracts to the portfolio level on properties managed for timber, recreation, conservation, carbon projects, and HBU development
- Coordinate the transactional valuation processes across all internal teams (Forest Management, Carbon, Analytics, Accounting)
- Manage both internal and external teams related to all real estate transactional contract negotiations, due diligence, and closing processes
- Organize internal teams to prepare and present transactional opportunities to the investment committee

Required Qualifications:

- Undergraduate degree in forestry or closely related natural resources field, or in Business/Finance/Economics
- 10 years of experience in the acquisition and disposition of forest properties
- Strong understanding of real estate law and financing

- Excellent research and analytical skills
- Working understanding of land record systems and regional land title differences
- Ability to travel and work in remote areas and in challenging field conditions
- Ability to manage multiple projects simultaneously, working independently and as part of a team

Preferred Experience:

- Graduate degree in forestry or business administration or closely related field
- Transactional and valuation experience with forest carbon projects
- Knowledge of regional FSC and SFI forest certification standards
- Experience buying or selling real estate with an established voluntary carbon project and/or conservation easement

To apply, please send one document with your name in the file name, that includes your cover letter and your resume to Joh Santos jsantos@eastwoodforests.com References will be required from selected candidates. Applications will be accepted through March 17th, 2023 or until position is filled. All applications will be treated with strict confidentiality.

Eastwood Forests is an equal opportunity employer and offers competitive salary and benefit packages commensurate with applicant skills and experience.