

Business Development Associate

Capital Raising & Investor Relations

Sioux Falls, SD | Full-Time | In-Office with Flexibility

Who We Are

Ernst Capital Group is a Sioux Falls-based private equity real estate firm focused on one thing—helping accredited investors find opportunities to invest locally. Since 2007, we've grown to over \$1 billion in assets under management across six markets in South Dakota, Iowa, and Nebraska, partnering with developers and investors to bring workforce housing, retail, and commercial projects to life across the upper Midwest. The best investments grow both wealth and communities. That's what drives us.

More than 800 accredited investors work with us—and they keep coming back. That's not by accident. When you invest with Ernst, you become part of a community. You work with people you can call by name. You see results that make a difference where you live. We're a small, collaborative team that takes that responsibility seriously. If you're looking for a place that's professional and reliable but also approachable and down-to-earth, you'll fit right in.

The Opportunity

We're looking for a Business Development Associate to help us raise capital and grow our investor base. You'll work alongside our senior team to bring new investors into our private real estate funds and keep our existing investors engaged and informed.

This is an ideal role for someone early-to-mid career who has a knack for building relationships, a curiosity about real estate, and the drive to grow into a leadership role in private equity. If you're the kind of person who can connect with anyone—whether they're running a farm operation or managing a family portfolio—we want to hear from you.

What You'll Do

- **Raise capital.** Reach out to prospective investors, schedule meetings, and present our investment opportunities with clarity and confidence.
- **Build relationships.** Develop trust with new contacts and nurture long-term partnerships with existing investors through thoughtful, consistent communication.
- **Support the team.** Assist senior principals with fundraising initiatives, marketing materials, and investor communications.
- **Stay organized.** Track prospect and investor interactions in our CRM, manage follow-ups, and ensure nothing falls through the cracks.
- **Get out there.** Attend local events, join industry networking groups, and represent Ernst Capital in the community.
- **Keep it compliant.** Conduct the investment sales process in accordance with regulatory requirements and firm policies.

Who You Are

- You have a track record in capital raising, sales, or a client-facing role in commercial real estate or financial services.
- You're service-oriented and proactive—you don't wait to be told what to do next.
- You communicate well, both in writing and in conversation, and you can tailor your approach to any audience.
- You're detail-oriented with strong organizational skills and the ability to juggle multiple priorities.
- You hold a bachelor's degree in Finance, Real Estate, Business Administration, or a related field.
- You have or are willing to obtain Series 7 and 66 (or Series 22 and 63) plus SIE licenses within 30 days of hire.
- You're proficient in Microsoft Office (Excel, PowerPoint, Outlook, Word) and comfortable with CRM platforms.
- You have an existing network of high-net-worth contacts or the drive to build one.
- You're willing to travel occasionally in the Midwest and committed to working in our Sioux Falls office.

What We Offer

- **Competitive compensation** based on your experience and qualifications
- **SIMPLE IRA** with 3% employer match
- **Health and dental insurance** with employer contribution
- **120 hours of paid time off** per year, in addition to eight paid holidays
- **Paid parental leave** for both maternity and paternity
- **Monday–Friday schedule** with real flexibility for family and community responsibilities

Interested in building a career in private equity real estate?

Send your resume and a note about why this role excites you to info@ernstcapitalgroup.com

Ernst Capital Group is an equal opportunity employer.