

Business Development Executive

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 Executive who can build authentic relationships with investors and raise capital for our growing portfolio of real estate developments and acquisitions. This isn't a cold-call-from-a-cubicle role—it's a relationship-driven position where you'll meet investors at their kitchen tables and at industry events, help them understand the value of direct participation in real estate, and serve as a trusted point of contact throughout their investment journey.

With recent expansion into the Omaha market and continued momentum in multifamily development across the region, this is an exciting time to join our team.

What You'll Do

- **Build and grow our investor base.** Lead capital-raising efforts by identifying and engaging high-net-worth individuals and family offices who are seeking quality real estate investment opportunities.
- **Be the face of Ernst Capital.** Meet with investors in person, present at events, and clearly articulate our investment philosophy and the specifics of each opportunity.
- **Cultivate lasting relationships.** Serve as a dedicated partner to existing investors—keeping them informed, answering their questions, and ensuring they feel confident in every investment.
- **Expand our visibility.** Attend community events, industry conferences, and networking functions to strengthen our brand and connect with prospective investors across the Midwest.
- **Navigate compliance with confidence.** Manage the investment sales process in full compliance with regulatory requirements and firm policies.

Who You Are

- You have 5+ years of experience in capital raising, business development, or investor relations—ideally within real estate or financial services.
- You've built a network of accredited investors, financial professionals, or high-net-worth individuals and know how to grow it.
- You communicate with clarity and warmth, whether you're sitting across from a rural landowner or presenting to a family office.
- You hold a bachelor's degree in Business, Finance, Economics, or a related field (MBA is a plus).
- You have (or can quickly obtain) Series 7 and 66 (or Series 22 and 63) plus SIE licenses.
- You're proficient with Microsoft Office and comfortable using CRM tools to manage investor relationships.
- You're self-motivated, results-driven, and genuinely enjoy helping people make smart investment decisions.
- You're willing to travel occasionally within the Midwest and committed to being part of our Sioux Falls office community.

What We Offer

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

Ready to help investors build wealth through 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.