

Vacancy at Almond Real Estate

Head of Acquisitions & Investment

ALMOND
REAL ESTATE



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Requirements

- Over 5 years of experience
- In residential asset acquisition or investment
- Proven leadership of commercial and technical teams
- In-depth knowledge of Madrid's residential real estate market
- Strategic vision with strong operational execution
- Native Spanish, fluent in English

 **Madrid**

Almond Real Estate specializes in granular residential assets, turning undervalued homes into high-performing investments through data-driven acquisition, renovation, and leasing. The Head of Acquisitions & Investment will lead the team, define strategy, manage key relations, and oversee performance, combining strategic focus with hands-on team and deal execution.

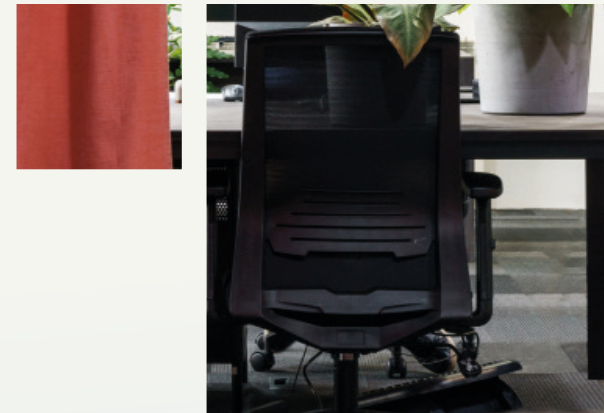
About Almond Real Estate

Almond Real Estate is a pioneer in Spain's granular residential market. The firm specializes in the complete lifecycle of residential assets, with two core business lines: flipping and rental under the PGR (Prime Granular Residential) model. Powered by proprietary technology, streamlined operations, and a robust ESG framework, Almond delivers strong performance with exceptional precision and efficiency.

Since 2011, it has refined the full value chain—from sourcing and acquiring individual properties to their renovation, repositioning, and eventual sale or rental by transforming more than 350 underutilized properties into sustainable, modern, design-led homes.

From Residential Vision to Listed Growth

In partnership with a top-tier international investment fund, Almond has taken a significant step forward with the creation of Almond Core Centre—the first residential REIT in Spain with a highly technological focus and a differentiated market approach. In January 2025, the platform debuted on the Portfolio Stock Exchange with a portfolio of over 200 assets in Madrid, valued at €74 million, and a clear objective of scaling to 500 properties.





Head of Acquisitions & Investment

The Head of Acquisitions & Investment will lead the Acquisition department, currently composed of eight team members. This team is the engine of the business, responsible for sourcing opportunities, analyzing pricing, negotiating with agents, and closing transactions. The new leader will bring structure, clarity, and momentum while driving performance and fostering talent.

Beyond team management, the role involves shaping the company's commercial direction: setting acquisition strategies, designing incentive plans, and cultivating strategic partnerships. The Head of Investment will also be responsible for monitoring KPIs and aligning team goals with broader business objectives.

This position requires strong financial acumen, including the ability to interpret and assess financial models to guide investment decisions. Responsibilities also include leading contract negotiations and shaping the pricing strategy to align with market dynamics and profitability targets.

Strategic vision and interpersonal excellence

Success in this role requires a combination of analytical rigor and refined interpersonal capabilities. It involves leading and developing a high-performing team, ensuring efficiency without compromising accuracy, and driving the scalable growth of the operation with a strategic, institutional outlook. It is a perfect fit for a professional with deep technical expertise in residential real estate, strong leadership skills, and a collaborative, approachable style. It may also suit someone with a more commercial background—driven, team-oriented, and accustomed to dynamic environments—who combines that energy with solid academic training and

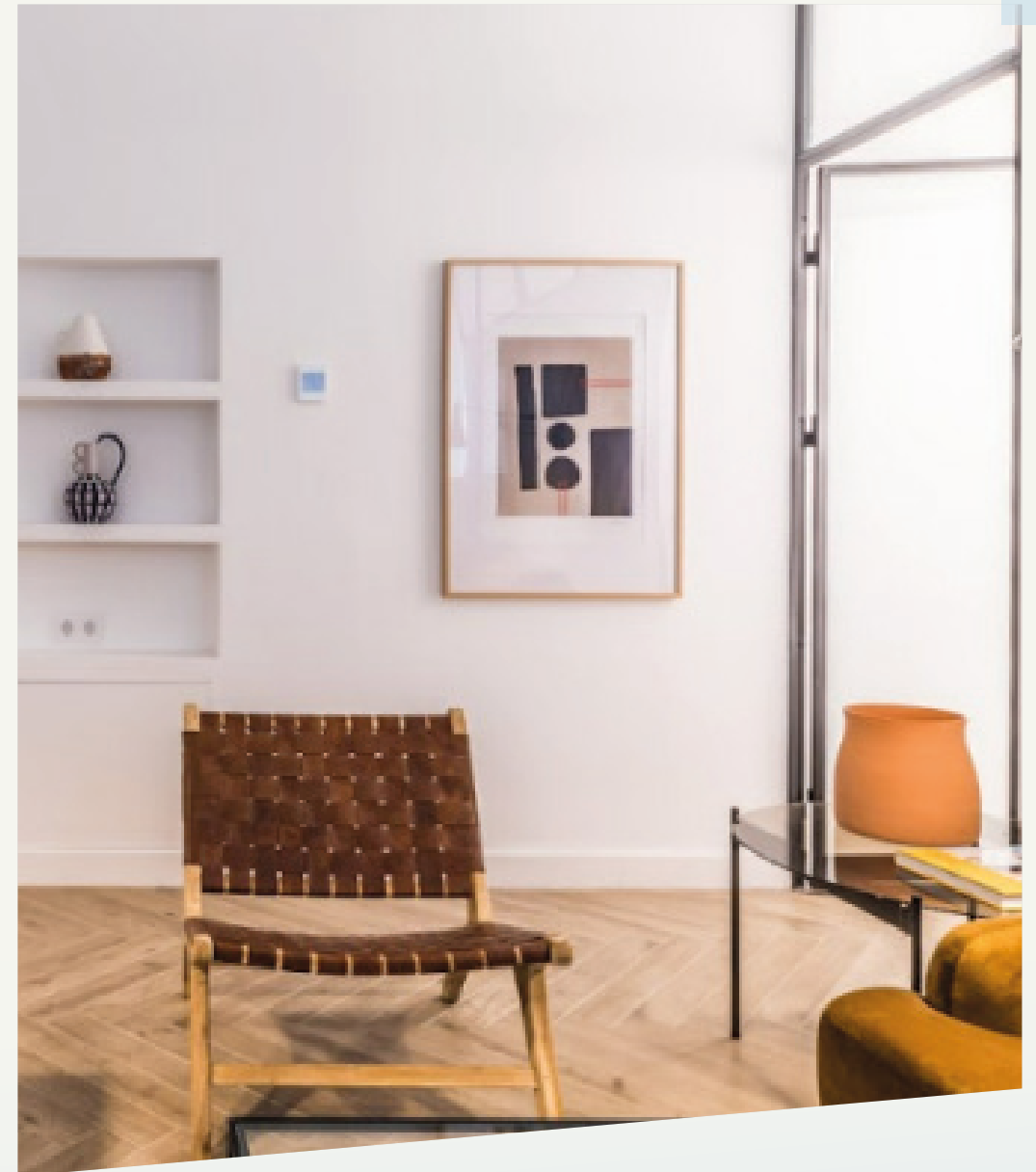
a genuine interest in evolving towards a more technical and institutional setting. The role entails constant engagement with agents, brokerages, and market stakeholders, while also acting as a representative of the company in discussions with investors, family offices, and financial institutions—fostering trust and building lasting partnerships that contribute to sustained growth.

A solid track record in the field and the ambition to lead at scale will be key to thriving in this position. The ability to grow into technical depth while bringing commercial acumen and leadership drive will be highly valued.

” *This is a key position at the heart of our growth— leading the acquisitions team, refining our sourcing strategy, and building the foundations of a scalable, high-performing investment platform. Their leadership will bring clarity, ambition, and focus to the core of our business.”*

▪ **Alejandro Ramos, Co-CEO and Co-Founder**

This role is ideal for someone with a background in top-tier real estate firms, Big Four, or investment funds. It’s a unique opportunity to lead a core team in a fast-growing, profitable company, with a proven model and access to capital. It may also appeal to commercially minded professionals with strong foundations and the ambition to transition into a more technical and strategic role within a high-performance environment. As the business scales, this position offers a clear path to expanded leadership across cities and countries, full ownership of investment operations, and a central role in shaping one of the most ambitious residential platforms in the market.





Interested?

Almond Real Estate is working with Top of Minds to fill this vacancy.
To express your interest, please contact Ana Moya Morales at
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