

Director of Real Estate and Development

Surrey City Development Corporation (SCDC) is a value-add real estate development company owned by, but separate from, the City of Surrey. Reporting to an independent Board of Directors, the corporation has independent financial oversight, operations, and governance. In addition to deriving financial value from real estate, a key dimension of SCDC's mandate is to help advance the City's urban, economic, social, environmental and community objectives. SCDC is focused on accelerating Surrey's growth into an even more complete community by delivering impactful "city building" projects that otherwise would not likely be developed by the private sector or government on their own. The majority of SCDC projects are developed in partnership.

Since its re-operationalization in 2023, SCDC has been focused on instigating a range of projects in four different focus areas of Surrey. Sufficient traction has now been achieved on several of these projects to the point that the company now needs to expand its in-house capabilities. To that end, the position of Director of Real Estate and Development has been created. Reporting to SCDC's Senior Vice President, this will be a foundational role in the company with the following responsibilities and qualifications:

Key Responsibilities

- Collaborate with the executive team on SCDC real estate activities, including identifying new development opportunities
- Build and lead a team of staff and consultants responsible for the day-to-day management of projects through the full development lifecycle, from acquisition through public consultation, design, development feasibility, approvals, procurement, construction, occupancy and post-occupancy
- Negotiate sale/lease of properties slated for divestment
- Negotiate acquisitions of new properties
- Negotiate partnership agreements and manage day-to-day relationships with project partners
- Responsible for project management, budgets, financial analysis, contract management and design management of development projects
- Make verbal and written reports/presentations to SCDC Board and Committees
- Liaise with internal administration and accounting staff.
- Provide guidance and mentorship to staff

Qualifications

We are looking to hire individuals who are very motivated, strategic and have demonstrated excellence in prior endeavours.

- Post-secondary education in a related field such as law, business/commerce, planning, architecture or engineering, with a minimum of 10 years related working experience
- Excellent interpersonal and communication (written and oral) skills coupled with negotiations ability and experience
- Relationship-builder and team player with management and leadership capabilities
- A problem solver able to create solutions to complex development issues
- Extensive knowledge of municipal planning and approval process
- Understanding of both public sector governance requirements and management of private sector real estate companies
- Experienced in a range of scales and types of development in different asset classes (commercial, residential, industrial, institutional, etc.)
- Experience in the structuring and negotiation of a range of different real estate related transactions covering the life cycle of real estate projects
- Strong understanding and relevant experience handling real estate related contracts including understanding of construction and construction management environments, processes and challenges
- Strong numerical and financial analysis skill set; able to quickly develop, maintain and monitor project pro-formas
- Strong proficiency in Excel, Word, PowerPoint, and MS Project. Proficiency with Argus software is advantageous
- Desire to contribute to a positive culture and operate with integrity, motivation, and intellectual curiosity
- Interest in and understanding of Surrey, BC.

Application

To learn more and to apply for this opportunity, please send your resume and a covering letter to:

careers@scdc.ca