



Job title: Real Estate Development Manager
Job ID: 20250384
Location: Greater Vancouver
Full/Part Time: Full-Time
Regular/Temporary: Regular

Marketing Statement

A career at TransLink and our family of companies means working with people with a wide range of skills and perspectives, all teaming up towards a common goal: preserving and enhancing the region's world-envied quality of life. Together, we connect the region and enhance its livability by providing a sustainable transit and transportation network, embraced by our communities and people.

At TransLink we are dedicated to building a workforce that reflects the diversity of the communities in which we live. We're committed to fostering an inclusive, equitable and accessible workplace, recognizing the unique value and skills every individual brings.

Looking for a great place to work where your contributions are valued, and you can make a difference in a vibrant city? At TransLink, one of BC's Top Employers, you'll help make Metro Vancouver a better place to live, built on transportation excellence. Put your future in motion!

Responsibilities

PRIMARY PURPOSE

The role supports TransLink's real estate development department, to evaluate and direct the optimization of properties including working with local land use authorities. Supports the acquisition of strategic properties and ensures maximizing commercial value for project specific work within the assigned portfolio for the TransLink Enterprise.

KEY ACCOUNTABILITIES

Evaluate project specific opportunities, within the established project portfolio priorities with a view to maximizing commercial value; and develops related business cases and work plans for review and approval by management.



Analyze financial feasibility by independently developing and reviewing pro formas, tracking market trends, and conducting in-depth financial analyses to identify the optimal deal structure in collaboration with third-party stakeholders.

Evaluate acquisitions by preparing a methodology to review acquisition opportunities and undertaking rigorous evaluation of acquisition opportunities using the methodology, including evaluation of planning policy, financial analysis, and overall feasibility assessment. Prepare recommendations and business cases for viable acquisition opportunities.

As per the assigned portfolio, manage and / or direct the optimization of properties; engage and manage internal and external partnerships and third parties.

Identify and develop innovative/creative solutions or partnerships to leverage TransLink's property assets, mitigate related risk, and create value for all parties. Involves taking action in the absence of existing precedent. Maximizes commercial value for project specific work within the assigned portfolio for the TransLink Enterprise.

Procure External Consultants by drafting clear scopes of work, managing the procurement process, and overseeing all aspects of contract negotiation and execution to ensure successful engagement and alignment with project objectives.

Lead the negotiation of commercial agreements; collaborate and build relationships with multiple internal and external stakeholders to establish commercial frameworks, including managing diverse positions/opinions and competing priorities within time and scheduling constraints.

Execute contracts and commercial agreements within authority limits and ensures related documentation is up to date. Manages and enforces contract terms with third parties; and acts as single point of contact for commercial and contractual matters. Supports internal stakeholders on commercial and contractual matters, before, during and after implementation.

Prepare reports, analysis and presentations upon which the Director, Executive and Board decisions may be based.

Manage reporting staff and consultants, including selection, training, coaching, development, performance management and all other people management practices.



Qualifications

EDUCATION AND EXPERIENCE

The requirements for this job are acquired through completion of an undergraduate degree in urban land, business or other relevant discipline, plus a minimum of three (3) years of experience in progressive roles in real estate development or real estate financial reporting and analysis.

OTHER REQUIREMENTS

Advanced knowledge of real estate development, including financial analysis, feasibility testing, rezoning, approval processes.

Excellent interpersonal and communication skills, including ability to advise, explain, clarify complex information, to write reports and develop/deliver presentations.

Excellent business acumen and critical analysis skills with ability to identify and evaluate real property opportunities and develop innovative/creative solutions where no precedents exist.

Advanced knowledge of methods, trends, best-practices, and techniques of negotiating, managing and administering contracts with third parties.

Proven negotiating skills and relationship building skills, with ability to manage the opposing opinions/positions and agendas of multiple diverse internal and external stakeholders.

Solid knowledge of the transportation industry, and awareness of the governance framework and interdependencies within which TransLink works is an asset.

Solid planning, organization, and time management skills, with the ability manage critical sequencing and timing of negotiation processes.



Other Information

The role is within TransLink's Real Estate Development department, which was established to unlock the development potential of properties owned by TransLink. In doing so, TransLink can realize a new source of revenue and deliver benefits to the broader community. The department's work includes:

- Leveraging TransLink-owned properties as well as partnerships to advance development near transit facilities and transit hubs.
- Optimizing land use to achieve the highest and best use of a property, while supporting the mandate to create and sustain the regional transportation system.
- Forging partnerships on financing, funding, planning and delivery of our developments.

Recruitment Process: An applicant will be required to demonstrate their suitability for this position by meeting the minimum level of qualifications and experience in order to be invited into the selection process. A standard interview format will be used including general, scenario and behavioural descriptive interview questions.

Work Schedule

37.5 hours per week.

Work Designation

Hybrid

This position offers the flexibility of working both on-site and remotely within B.C.

Rate of Pay

The salary for this position ranges from \$128,640 - \$192,960 per annum. Actual salary offered will be based on education, experience, skills, and qualifications as they relate to the role.



We aim to provide competitive pay that reflects your professional background and expertise. We want to ensure our offer will align with your strengths considering experience, skills, and internal equity to offer a fair and equitable salary. The Total Compensation Package, which includes Extended Health, Dental, Transit Pass and enrollment in the Public Service Pension Plan as well as other employment offerings will be discussed in detail as your application progresses.

How to Apply

Please click the 'Apply' button at the top right corner of the page or go to <http://www.translink.ca/careers> to apply for this position and view instructions on the process.

INSTRUCTIONS: Please save your (1) cover letter, and your (2) resume as one pdf document prior to uploading your application on-line.

Closing Date: Open until filled

Please note that only those short listed will be contacted.

Having trouble applying? Please view the System Requirements & FAQ's by going to <http://www.translink.ca/careers>.

Equal Employment Opportunity

TransLink is committed to employment equity and building a diverse workforce, representative of the customers we serve and the many communities in the Metro Vancouver region. We welcome and encourage Indigenous applicants, people of colour, all genders, 2SLGBTQ+ and persons with disabilities to apply. Learn more about TransLink's commitment to equity, diversity and inclusion.

Accommodations are available on request for candidates taking part in all aspects of the selection process. For a confidential inquiry, simply email us at jobs@translink.ca.