

## **DIRECTOR, BUSINESS DEVELOPMENT TOWNLINER GROUP OF COMPANIES**

As a professional within the real estate and construction sector, we expect you know Townline and the diverse portfolio of mixed-use and multifamily residential developments the company has built throughout BC over the past forty-five years. You are likely familiar with the company founder, Rick Ilich, and the reputation he and his team have earned as one of the region's most respected and committed developers. You may also be aware of Townline's sister company, TL Housing Solutions, an entity that has been partnering with government and social purpose societies to create thriving communities for seniors, veterans, and at-risk individuals for more than 20 years.

But here is something about Townline that you may not know.

Townline, at its roots, is a construction company. Alongside its own projects, Townline Construction (TLC) provides construction management, design-build, and general contracting services to government, First Nations, non-market and private sector clients. Townline's client roster includes a portfolio serving Musqueam Capital Corporation, Makola, Community Land Trust, Peterson, Nicola, Quadreal, Canderel, and the YMCA to name just a few. Rooted in years of deep commitment to their partners, Townline Construction has quietly become one of Vancouver's premier privately held social housing and commercial builders.

Under the vision of new leadership and with enhanced in-house expertise, TLC has a mandate to secure novel opportunities and clients in diverse markets. To complement this, Townline seeks an experienced and highly capable Director of Business Development (Director) to pursue opportunities for the TLC team within commercial, institutional, healthcare, and industrial sectors. As TLC's first dedicated Business Development hire, this is an opportunity to represent an industry leader, to share your expertise and establish a vital department, and to work alongside the company's executive and construction leadership team on an exciting and valued new venture.

### **The Role**

Reporting directly to the Vice President of Townline Construction and working alongside the broader Townline leadership team, the Director will be instrumental in formulating and driving the strategy to secure third-party construction work with new public and private clients. The Director will represent TLC within the industry and act as a facilitator for TLC leaders while seeking to establish relationships and pursue projects with a network of potential clients for TLC.

Specifically, the Director will:

- establish the processes, structure and resources for a high-performing in-house business development team;
- identify, evaluate and selectively pursue new market and non-market project opportunities;
- forecast annual sales revenue and report relevant sales metrics to the Vice President of TLC;
- monitor, develop and execute pursuit plans, strategies, schedules, and budgets;
- collaborate with internal teams to create promotional materials and gather data for pursuits;
- support contract negotiations and facilitate clear communication between TLC and clients;
- actively track critical milestones related to quality of work product and financial sales targets;
- build and maintain strong relationships with project partners, development consultants, community stakeholders, and government authorities;

- work collaboratively with government and agencies to reinforce TLC’s position as a trusted advisor;
- monitor and remain current on non-market policies, funding programs, bylaws, regulations, and guidelines that impact the business and specific projects;
- act as a company ambassador at industry events and public forums; and
- identify opportunities for TLC leadership to participate in public-facing and community events to enhance organizational visibility.

### **The Candidate**

To operate effectively in this role, we expect interested candidates would possess the following:

- ten or more years of direct experience working in a business development role within the construction, design, or development sector with substantial, respected companies;
- an established and extensive network of industry contacts within various levels of government and in private sector, including commercial and industrial development, and seniors, student and non-market housing;
- deep experience and proven success with project pursuits, as well as strong technical writing skills and a thorough understanding of RFQ/RFP strategies;
- relevant experience collaborating with multidisciplinary teams during the pursuit and planning for complex construction projects;
- proven success attracting, training, mentoring and developing productive and stable business development teams;
- a current and demonstrated understanding of construction processes, contracts, and funding requirements;
- familiarity with acquisitions, development financing and proformas;
- proficiency with relevant software programs including Teams, Figma, Canva, Excel, Word, MS Project, and an openness to adopting new applications – such as CRM systems, AI-centric, and reporting tools to enhance communication and support TLC’s growth; and
- excellent communication, organizational, time-management and interpersonal skills.

*To succeed in this challenging and critical role*, the Director must have a growth mindset, and be determined, self-motivated, accountable, optimistic, and driven to consistently achieve set goals.

*To effectively source and successfully lead pursuits*, the chosen applicant must also be resourceful, analytical, detail-oriented, efficient, as well as innately curious and open to new ideas, methodologies, and resources.

*To smoothly integrate with the TLC team*, the chosen applicant must be a true “people person” who celebrates the success of others and is naturally collaborative and committed to creating productive working relationships with a broad array of clients, colleagues, community groups and stakeholders.

*To lead a cohesive Business Development team*, the Director must have natural leadership abilities, a commitment to mentorship, the ability to clearly communicate goals, and the maturity to guide a team to achieve aspirations. Also, they must understand the value of having the right people in the room, to optimize TLC’s ability to win and deliver work – and be the catalyst to assemble and lead such efforts.

*To sit comfortably among the Townline leadership team*, the Director must be confident but humble, intelligent, committed, and engaged.

*Finally, as a representative of Townline and TLC, the individual chosen as Director must be unwaveringly honest, compassionate, positive, and committed to working in alignment with Townline's corporate values: be down to earth, think it through, and do the right thing.*

### **What Townline Offers**

In addition to joining a collaborative, experienced, and well-respected team, Townline offers a stable and entrepreneurial environment where individuals are trusted to deliver meaningful work and shape outcomes. You will have the opportunity to work on impactful projects across both market and non-market sectors, build a new function, and collaborate closely with senior leadership:

- a base salary of \$135,000 to \$200,000, based on experience;
- an annual bonus initially and the potential to transition to a rewarding performance-based structure once established;
- three to four weeks of annual vacation, based on seniority;
- a comprehensive extended medical and dental benefits plan;
- participation in programs that support long-term wellbeing, including RRSP contributions and professional development opportunities; and
- a range of thoughtful perks, including a dog-friendly office, paid volunteer days, and a transportation allowance.

### **To Apply**

If you are looking for a challenging and rewarding career and meet the criteria above, please submit your resume via ([kIm@resolvesearch.com](mailto:kIm@resolvesearch.com)). We thank you for your interest and look forward to hearing from you.