



Job Title: TL Real Estate Development Manager (20160554)

Location: Lower Mainland

Full/Part Time: Full-Time

Regular/Temporary: Regular

The South Coast British Columbia Transportation Authority (TransLink) is one of Canada's most innovative transportation authorities, founded in 1999 to plan and manage transportation within Metro Vancouver. We've achieved success not only in improving the transportation network of the region, but helping maintain the enviable lifestyle of residents and the viability of local businesses. TransLink and our family of companies (Coast Mountain Bus Company, B.C. Rapid Transit Company and Transit Police) are proud to be one of BC's Top Employers.

RESPONSIBILITIES:

PRIMARY PURPOSE

The Real Estate Development Manager optimizes entitlements and manages the disposal process for TransLink's surplus properties including working with local land use authorities. Manages the leasing of non-operational properties; engages in and manages development partnerships with third parties. 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

- Participates in planning, with emphasis on collaborating with senior leaders in the Department as well as other internal stakeholders and third parties to identify potential real property opportunities.
- Evaluates 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.
- Identifies and develops 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.
- Leads the negotiation of commercial and residential property agreements (adjacent, integrated and others). Collaborates and builds relationships with multiple internal and external stakeholders to



establish commercial frameworks, including managing diverse positions/opinions and competing priorities within time and scheduling constraints.

- Executes contracts and commercial agreements within authority limits, including all related documentation. Ensures maximizing commercial value for project specific work within the assigned portfolio for the TransLink Enterprise.
- Prepares reports, analysis and presentations for the Manager upon which Executive and Board decisions may be based.
- 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.

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 7 years' experience in progressive roles as a development planner or investment broker. Must possess prior experience in coordinating with external consultants and liaising with government authorities.

Other Requirements:

- Expert negotiating skills and relationship building skills, with ability to manage the opposing opinions/positions and agendas of multiple diverse internal and external stakeholders
- Advanced knowledge of real estate development, construction and/or property management including rezoning, conceptual design, planning, unit design and approval processes
- Advanced knowledge of methods, trends, best-practices, and techniques of negotiating, managing and administering contracts with third parties
- Excellent interpersonal and communication skills, including ability to advise, explain, clarify complex information; and also 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

- 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 ability manage critical sequencing and timing of negotiation processes

OTHER INFORMATION:

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.

How to Apply:

Please 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.

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>.

TransLink is committed to employment equity.