

## JOB POSTING

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**POSITION:** Real Estate Manager

**COMPANY:** Brandt Developments Ltd.

**LOCATION:** Regina, Saskatchewan

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Powerful value delivered is much more than a tagline at Brandt. It's our company-wide promise to help our customers succeed by empowering them with the outstanding performance of our people and the uncompromising quality of our products and services.

The Brandt Group of Companies continues to grow significantly in all lines of business and the Real Estate Development team is looking for an individual to support our growing portfolio. If you are a natural leader, a dynamic self-starter, motivated to succeed, with strong experience in transactional real estate, the **Real Estate Manager** role is a great opportunity for you to join the Brandt Real Estate team.

The Real Estate Manager's role will primarily be focused on developing alliances, cultivating relationships with commercial landlords and potential industrial commercial tenants. The Real Estate Manager is responsible for establishing sound business practices in which to grow the real estate portfolios, expanding and diversifying Brandt Group of Companies reach across Canada, U.S. and internationally as needed. As a valued member of Brandt's Real Estate Team, the Real Estate Manager will report directly to the VP of Real Estate. This role is located in Regina, Saskatchewan.

### DUTIES & RESPONSIBILITIES

- Working collaboratively with the VP of Real Estate; conduct leasing activities with landlords and tenants but also; research market conditions, negotiate terms, conduct due diligence, successfully complete transactions.
- Investigate markets for Brandt's businesses, identify, review and acquire real estate through private and public means, including off-market opportunities but also through broker networks.
- Effectively conduct due diligence of municipal requirements and zoning to determine suitability of properties for Brandt's end use, including determining access to government incentives.
- Review existing real estate portfolio for risks, threats, but also opportunities and potential network consolidation and optimization strategies.
- Be knowledgeable to changes in market, transactional and urban planning trends in the real estate sector.
- Develop professional proposals for presentation to the VP of Real Estate and Senior Management.
- Collaborate across the Brandt Group of Companies and across lines of business to develop relationships and have a deep understanding of the needs of the business.
- Cultivate credibility and influence among internal partners and external client relationships that maximize understanding of client's needs but will also lead directly to new business opportunities within target markets.
- Provide monthly, quarterly and annual progress reports to VP of Real Estate.
- Identify, develop, and mentor management and colleagues on the Real Estate team.
- Other duties as assigned.

### QUALIFICATIONS/REQUIREMENTS

- 10 years of professional experience with at least 5 years focused within the real estate sector
- Bachelor's degree or equivalent required, professional designation or equivalent welcomed.
- Sophisticated understanding of financial and legal concepts, good business common.
- Must be able to demonstrate an entrepreneurial approach to creating value and strong emphasis for customer focus.

- Excellent communication skills, both written and verbal; ability to influence and engage a wide range of stakeholders and build long-term relationships. Effective at communicating financial concepts to non-financial people.
- Flexible and adaptable style; an individual who can positively impact both strategic and tactical initiatives, while bringing strong problem-solving ability to the workplace
- Strong understanding of 3<sup>rd</sup> party property appraisals and environmental reports would be preferred.
- A professional and resourceful style; the ability to work independently but primarily as a team player.
- High energy and passion for the work of the Brandt Group of Companies is essential.
- Strong organizational and time management skills, with strong attention to detail and consistent focus on the client.
- Knowledge and experience with municipal real estate development processes and approvals

To apply for this position please visit <http://www.brandtjobs.com> and enter the tracking code 6039-046 into the search field on the Job Opportunities page. We would like to thank all candidates in advance for their interest in this position, however, only those being considered will be contacted.