

DIRECTOR OF DEVELOPMENT

This is a tremendous opportunity for a real estate professional to be in at the front end of what will undoubtedly become one of Vancouver's landmark and leading edge developments.

Great Northern Way Campus (GNWC) is owned by UBC, SFU, the Emily Carr University of Art + Design and BCIT. The campus is situated on approximately 20 acres of land on the False Creek Flats that was donated by Finning International to the four institutions in 2001. See www.gnwc.ca for more information.

The shareholders' vision is to develop the site into "a vibrant, livable and sustainable community that attracts innovative businesses and academic programs and encourages collaboration between industry and the four partner institutions". This vision will be achieved through a mixed-use development that allows multiple educational institutions to operate alongside business tenants, retail and entertainment amenities and a residential community of both market and student housing. GNWC will masterplan, rezone, service and sub-divide the site into 15-20 mixed-use development parcels. It will organize and facilitate development in accordance with the masterplan by aligning end users with developers and investors, and will then sell land parcels on a freehold or prepaid lease basis.

GNWC is led by a Board (largely private sector) and a President. Now it needs to add a Director of Development who will work closely with the President, and take over many of the day-to-day activities. Specific roles will include: developing relationships with prospective end-users and tenants and facilitating agreements with them; selling land parcels to residential and institutional developers and owner-occupiers; contributing to the masterplanning, rezoning and land development processes; and undertaking business and financial analyses.

We need a bright, flexible real estate development generalist who has about 5-10 years of relevant experience covering the above functional areas. The confidence and credibility to deal effectively with a wide range of potential partners, stakeholders, customers and suppliers will be critical. Strong relationship building and communication skills are as important as technical expertise and knowledge.

Please e-mail your resume in confidence to search@wmc.bc.ca, quoting file 08623, or contact Richard Savage at Western Management Consultants at 604 443 3715.