

Business Development Manager

Nature of Position:	Full Time
Location:	Vancouver
Start Date:	TBD
Compensation:	Based on Experience

The Company

Hungerford Properties is a fast-growing real estate investment, management and development company with millions of square feet of industrial, office, retail and residential properties in Western Canada. Our mission is to create value for investors, help business owners grow their companies, and build better neighbourhoods for all, through the astute investment, management and development of real estate. We are an established and expanding team with an impressive track record and proud history. We bring sophisticated investment tools to the Western Canadian market and build award-winning developments. For more than three decades, we have followed a simple strategy: buy well and add value through proactively investing, developing and managing commercial and residential projects. Our company is driven by five Core Values: Ambition, Diligence, Creativity, Relationships and Community, and the people we hire should be completely aligned with these values. As underlined by our values, we set high expectations for ourselves and for our people; all staff are expected to know, understand and deliver on our standards.

The Candidate and Responsibilities

The Business Development Manager position is based out of Vancouver.

Applicants for this position will be self-motivated individuals with a high degree of initiative and will possess strong interpersonal skills, be attentive to detail, and able to build trusting relationships. The candidate will report directly to the Vice President of Business Development and work in conjunction with all departments within the company.

The Business Development Manager will be active in the following primary responsibilities both in an individual and team setting:

Structured Transactions

- Monitor and assess transaction opportunities including strategic acquisitions / partnerships, transaction partnership / JV's, distress, public markets, private organizations, among others
- Work with various departments to help analyze and assess transactions, helping to develop transaction rationale and investment thesis, due diligence and execution
- Provide transaction structuring recommendations, including legal and tax
- Oversee documentation process in respect of transactions
- Implement transaction structure and mechanics into HP's governance platform
- Oversee ongoing reporting, stewardship and interaction with key stakeholders, including strategic relationships, JV partners and investors

Strategic Initiatives

- Evaluate potential corporate development opportunities and lead strategic initiatives, including thesis development substantiated by detailed research and both qualitative and quantitative analysis
- Develop strategic relationships with key contacts from prospects and/or third-party advisors
- Initiate and nurture prospective relationships to seek out and secure specific opportunities where Hungerford Properties experience and expertise can be leveraged
- Support the production and implementation of the annual business development plan and the attainment of the company annual targets

- Ensure full knowledge of most current market trends including product/portfolio features, investment strategies and changes that could have an impact on Hungerford Properties
- Assess networking opportunities from a business development perspective working within the company to plan, participate in, actively follow up on leads, and report back on investment opportunities
- Other as required

The Candidate will also be someone who is completely aligned with Hungerford Property Core Values.

Qualifications\Requirements

- Bachelor or higher degree in business, finance, corporate law or related field
- At least 7 years' experience in transactions or business development related roles
- Extensive experience in financial analysis and modelling, transaction structuring, industry research and analysis
- Experience Real Estate industry, investment firms and / or law (transactions, corporate finance) is a strong asset
- Public company experience is a strong asset

Skills/Attributes

- Strong sense of ownership
- Ability to perform well under high pressure, adapt to change, and meet deadlines
- Ability to effectively influence and persuade internal and external parties
- Self-motivated and possesses a high level of professionalism
- Strong computer skills including PowerPoint, Word, Excel and financial modelling
- Strong verbal and written communication skills with the ability to work effectively in an individual and team setting
- Excellent work ethic and attention to detail
- Car is required to facilitate responsibilities

To Apply

Please send your resume, in Word format, to careers@hungerfordproperties.com, quoting "Business Development Manager" in the subject line. We thank all applicants in advance but only those qualified may be contacted.