



## **Development Manager - Real Estate – Calgary**

### **About Us**

The Graham Group (“Graham”) is a growing, dynamic and innovative construction solutions provider with a history of success dating back to 1926. As an employee-owned company, you will be able to capitalize on our collective success by becoming an owner yourself. You will also be able to take advantage of professional development, learning and growth opportunities, all the while working on exciting, leading-edge projects.

Graham ranks among Canada’s largest construction companies, is a Platinum Member of Canada’s 50 Best Managed Companies and is seeking top tier talent to further strengthen our capabilities. We provide a collaborative and caring culture and the necessary tools and support for you to succeed, both personally and professionally. If you’re eager to work on innovative projects, be part of a great team and become an employee-owner, Graham is the place for you.

Gracorp Capital Advisors Ltd. (“Gracorp”), a subsidiary of Graham, is a private market real estate developer with offices in Vancouver, Calgary and Toronto. On its own, or in partnership, Gracorp develops multi-family residential, industrial, retail, office and hospitality projects across Western Canada and the US Pacific Northwest. Gracorp is currently involved in developing six projects with an approximate value of \$760 million and has numerous additional projects in the development pipeline.

### **The Position**

Based in Calgary, the **Development Manager, Real Estate** will play a hands on role in the management of Gracorp’s real estate development projects. Reporting to the Director of Real Estate, the Development Manager will help source, structure, finance and implement real estate investment opportunities on behalf of internal and third-party investors

*As a **Development Manager, Real Estate** at Gracorp you will:*

- Assist in the sourcing and evaluation of new real estate development opportunities within Alberta;
- Support or lead the due diligence, analysis and investment decision making process in preparation for investment committee approval;
- Working with team members, assist in the management of existing projects at various stages of development, particularly multi-family residential projects;
- Help manage select development projects from land acquisition through entitlements, design, construction, leasing, property management and sale of assets;
- Support the building of relationships within the development community in order to secure early notice of investment and development opportunities;
- Assist in the preparation of documentation to effect the development opportunities, such as Limited Partnership Agreements, Development Agreements and documentation related to leasing and sales transactions;
- Build a network of contacts within the investment community to assist in raising equity and debt capital;
- Support the preparation of financing materials for accessing the equity or debt capital markets, including offering memorandums, bank presentations and loan documents; and
- Lead or contribute to the preparation of quarterly and annual investor reports, valuations and other ongoing reporting and analysis to investors.



*To be successful at Gracorp, you will have the following qualifications and experience:*

- Relevant post-secondary education related to the real estate development industry;
- 3 or more years of experience in real estate development, design or construction related projects;
- Experience in the development of land, multi-family residential, retail, industrial, hotel or office projects would be an asset;
- Ability to structure and oversee creation of detailed pro-forma financial models, the vetting of all input assumptions and the sensitivity analysis of key metrics and output;
- Keen insight and analytical capabilities coupled with business acumen, including the ability to lead the evaluation of diverse opportunities in a number of sub-markets;
- Passion for real estate development and finance with a proactive and independent nature including strong analytical, planning, negotiation and problem solving skills;
- A demonstrated thoroughness and attention to detail as well as the ability to consider the bigger picture and corporate strategic objectives;
- The ability to prioritize tasks and work on multiple assignments in a team environment; and
- Exceptional communication skills, both written and oral, in front of a variety of investor, corporate and development partner audiences.

*Compensation and Benefits:*

- Competitive salary with annual bonus potential
- Comprehensive benefits package including dental, optical and medical and company matched pension plan.
- Ownership and long term equity opportunities

### **What We Can Offer You**

- Strong commitment to safety in the workplace
- Grounded and family-oriented workplace in a progressive environment that is at the forefront of a fast evolving business sector
- Commitment to the training and wealth of opportunities for career development across job categories, project types and locations around North America

Gracorp is an Equal Opportunity Employer, and employment selection decisions are based on merit, qualifications, and abilities. Graham does not discriminate in employment opportunities or practices on the basis of race, color, religion, gender, national origin, age, sexual orientation, gender identity, disability, veteran status or any other characteristic protected by country, regional or local law.

**We're Building careers, not filling jobs.**

View available job opportunities and submit your application online at [www.graham.ca/careers](http://www.graham.ca/careers)

Applications will only be accepted as online submissions through the Graham website.

***Please, no unsolicited resumes or phone inquiries from agencies, thank you.***

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