

Senior Business Development Consultant – Real Estate (2)

These senior-level positions offer a unique opportunity to play a lead role in strengthening service delivery excellence in the City Real Estate's strategic advice, portfolio management, and transactional functions. The Senior Business Development Consultant is responsible for planning and negotiating transactions, guiding the work of others (internal and external) with respect to City real property interests (fee simple, easement, encroachment, strata, lease, etc.) and assets, including appraisals, acquisitions (purchase or expropriation), leases or licences, relocations, property management, portfolio management, asset management, environmental audits, site improvements, and dispositions.

Each of these positions will focus on one of the following distinct roles: (1) portfolio management, planning, and strategy – leading the City's portfolio planning and strategy development exercises; and (2) leasing (landlord and tenant) transactions, strategy and procedures –leading in re-engineering the corporate leasing program, and providing transactional expertise.

Your qualifications for the role of Senior Business Development Consultant – Real Estate include:

- Proven superior knowledge in real estate and development, portfolio management, and valuation principles and practices normally acquired through the completion of a university degree and training in Planning, Economics, Business, Finance or another related discipline, or a combination of related education and a minimum 5 years' relevant work experience
- Progressive, diversified experience in real estate appraisal, property valuation, negotiation, real estate transactions, real estate development, and portfolio management, for commercial, residential, industrial, institutional and mixed-use properties, as well as experience in dealing with the public
- Working knowledge of the Ontario Municipal Act, Planning Act, land use, zoning, community impact, environmental controls, building codes and other relevant property management/real estate related legislation such as the Expropriations Act and the Commercial Tenancies Act
- Excellent verbal and written communication skills and demonstrated ability to deal effectively and collaboratively with elected officials, business and community stakeholders, peers, all levels of management, the media, and the general public
- Excellent organizational, time management and multi-tasking skills to manage, supervise and balance a number of projects simultaneously and to meet deadlines
- Extensive project management experience leading multi-disciplinary teams, preferably in the area of real estate and portfolio planning, and demonstrated interpersonal and negotiating skills enabling the effective resolution of issues
- Demonstrated experience in the development and implementation of a variety of effective stakeholder consultation and engagement strategies
- Working knowledge of Microsoft Word, Excel, and database software applications
- Superior understanding of the latest technological applications for delivery of real estate and portfolio management and development programs.

These temporary, full-time positions offer a wage range of \$50.017 to \$58.500 per hour (based on a 35-hour work week schedule).

Hamilton. A city of progress.

At the **City of Hamilton**, our vision is “to be the best place in Canada to raise a child, promote innovation, engage citizens and provide diverse economic opportunities.” With our rich history, culturally strong and diverse communities, blend of urban and rural attractions, and ideal location in the heart of the Golden Horseshoe, Hamilton is a vibrant community of neighbours. We are also a leading employer, with many opportunities to grow and excel. We invite you to share in our vision as part of the Economic Development Division in the Planning and Economic Development Department.

For full details and to apply

If you are interested in working alongside a dedicated team that's contributing to the well-being of Hamilton's residents, please visit www.hamilton.ca/careers for details on this Senior Business Development Consultant position and to **apply online**. Alternatively, you may send your resume, by **January 13, 2016**, quoting **Job ID #11218**, to: **Staffing/Workforce Planning Specialist, Human Resources, c/o City Hall, 71 Main Street West, Hamilton, ON L8P 4Y5. Fax: 905-546-2650. In person: Standard Life Building, 120 King Street West, 9th Floor, Hamilton.**

The City is an equal opportunity employer that is committed to inclusive, barrier-free recruitment and selection processes. If contacted for an employment opportunity, please advise Human Resources if you require accommodation.

The City of Hamilton values the diversity of our workforce and the knowledge of our people. We thank all who have applied; however, only those under consideration will be contacted.