



Title: Senior Development Manager
Location: Charlotte, NC

Overview:

Laurel Street is a mixed-income residential development company that focuses on providing high-quality housing for working families and seniors of all income levels. Laurel Street is a growing, entrepreneurial organization with a development portfolio of approximately 5,000 units.

The Senior Development Manager will oversee all aspects of the real estate development process, from initial concept through closing on all financing, construction completion, lease-up and stabilization, and permanent loan conversion. The ideal candidate will possess a thorough understanding of affordable and mixed income housing development, including overall deal structuring, project financing, land planning, design, entitlements, construction, compliance, and ongoing property operations.

Job Responsibilities: Examples of job responsibilities are intended to be descriptive and not restrictive in nature

- Oversee day-to-day project management for developments including project planning, financial underwriting, managing financing due diligence processes, closing all financing sources for two (2) to three (3) projects annually, and coordination of design, entitlement, construction and leasing consultants. A Senior Development Manager will stay with their assigned projects throughout the life cycle of a property, working on six (6) to nine (9) projects annually, each in various stages of development or operations.
- The Senior Development Manager will work with the SVP of Development and the SVP of Design and Construction to identify, underwrite and execute development opportunities, including:
 - Develop initial development concept and assess market viability and financial feasibility.
 - Assemble and coordinate development team including architects, engineers, contractors, and consultants.
 - Provide direction to the design team to foster a high-quality development which can be delivered efficiently and within the development budget.
 - Establish budgets for design and construction during each phase of development which align with development concept.
 - Ensure site control and suitability, including obtaining land purchase agreements and entitlements and ensuring compliance with environmental and local ordinance regulations.
 - Work with the SVP of Development and the SVP of Design and Construction to engage civic and community leaders to generate support and focus on development objectives.
 - Track and manage community engagement processes including preparing for and participating in community meetings to cultivate and maintain relationships with key constituents.
 - Ensure on time and on budget development completion.
 - In coordination with Asset Management, ensure that leasing requirements and objectives are established, communicated, and achieved.
 - Collaborate with other members of the development, construction, asset management, and accounting/finance teams as required to assist in development and implementation of project plans and budgets.
 - Manage larger, more complex developments including overseeing a development project team that includes Project Managers.

- Work with the SVP of Development and the SVP of Design and Construction to develop new business opportunities including leading RFP/RFQ responses and participating in new business development prospects.
- Occasional same day or overnight travel will be required.

Education/Experience and Ideal Candidate Qualifications:

- Bachelor's degree required; Master's degree preferred, in an analytical or real estate development related field (e.g., engineering, architecture, urban planning, construction, finance, or law).
- 5+ years' experience in affordable/mixed income housing development
- Established record of success as a project leader, having led the development process on several affordable housing developments.
- Experience managing a development team with primary responsibility for project success.
- Experience with having primary responsibility for closing on the financing for a development and seeing a development all the way through the development process
- Demonstrated ability to lead complex public/private development partnerships. Experience with non-profit or local municipality relationships is preferred.
- Understanding of existing affordable housing programs, especially the Low-Income Housing Tax Credit (LIHTC) program.
- Understanding of local and national subsidies and financing programs related to affordable housing (e.g., RAD and other HUD programs).
- Collaborative approach and respectful relationship style with colleagues, consultants, community members and other key constituents.
- Self-starter with the ability to prioritize and manage multiple projects and responsibilities efficiently and with a sense of urgency in a fast-paced environment.
- High attention to details, strong organizational skills, and exceptional problem-solving ability.
- Proficient at not only analyzing information, but also drawing appropriate conclusions.
- Excellent verbal and written communication skills.
- Strong relevant computer skills, including efficient use of Excel, PowerPoint, and other graphic design programs.
- High level of personal integrity and alignment with company values.

Compensation and Benefits:

Competitive base salary and bonus potential are offered, commensurate with experience, along with a comprehensive benefits package.