

Development Manager Opportunity

Who We Are:

Terra Social Purpose Real Estate (Terra Housing), established in 1984, has been a resource to the community housing sector, including non-profit organizations and urban Indigenous groups who need a dynamic team with the experience and knowledge to guide them through the real estate development process.

Our Approach:

We support communities in developing, preserving, and optimizing the value of their real estate assets for community benefit. This includes the creation of affordable housing, community spaces, and other social purpose projects that support safe, stable, sustainable living and enhanced quality of life. Terra is led by a committed and passionate team who care about their communities and individually possess diverse skill sets in development, financing, project claims, project management, and asset management. We are united in our desire to improve access to affordable housing and safe community spaces.

Our Journey:

Terra Housing was established in 1984, when we recognized that many non-profits wanted to develop affordable housing but needed someone with experience and knowledge to guide them through the real estate development process and to represent their interests.

Today, Terra is one of the most trusted and experienced companies specializing in social purpose real estate. Since our founding, we have successfully delivered over 300 projects, representing more than 15,000 units of affordable housing and community development.

About the Role – Development Manager:

As a key player in our dynamic team, you will drive social change through real estate development, overseeing projects from the proposal stage to post-occupancy closeouts. Collaborating with the senior development team, you will ensure projects are successful and completed within timelines and budgets, and are aligned with our clients' objectives.

Responsibilities:

- Lead the implementation of successful proposals.
- Collaborate with clients to clarify objectives and allocate resources effectively.
- Assist clients in developing comprehensive business plans.
- Ensure the contractual structure aligns with the business plan among development partners.
- Develop and manage project budgets.
- Assemble and coordinate the development team, including architects, construction managers,

contractors, and other consultants who you will manage throughout project including tendering and contract preparation.

- Coordinate and document requirements for compliance of construction lending, grants, equity, and authorities having jurisdiction.
- Establish and manage development schedules and ensure project milestones are achieved and well-documented.
- Generate monthly project reports, including financial status, cash flows, change order management and quality assurance.
- Facilitate regular project meetings to ensure effective communication and to efficiently manage project workflow.
- Drive project vision and overall value for clients and ensure projects are delivered on time and on budget.
- Assist the development team in resolving conflicting objectives.
- Manage projects in origination, development, construction and close out at any given time.
- Attend regular staff meetings and contribute to ongoing improvements in administrative systems and procedures.
- Foster continuous growth and expand your knowledge in social purpose real estate development and project management.
- Undertake any other duties as required from time to time.

Knowledge, Skills, and Abilities:

- Minimum of 5 years of related experience in real estate development.
- Experience in development management.
- Demonstrated ability to implement complex objectives in a group setting and an ability to balance multiple perspectives with an inclination to challenge assumptions.
- Effective written and verbal communication skills are required including active listening and public speaking ability.
- Experience with social purpose real estate development is an asset.
- Strong financial modeling skills and experience with development cash flows.
- Ability to manage multiple projects and competing demands simultaneously.
- Familiarity with contracts and consulting agreements.
- Knowledge of feasibility analysis, community consultation and municipal development approval processes.
- Client focused and able to negotiate and resolve conflict.
- Knowledge of governments and foundations funding mechanisms and approval processes.

- Well organized and efficient self-starter.
- Related professional training is desirable, including Project Management Professional designation.
- Experience working with Indigenous communities and knowledge of Indigenous traditions and territories is a desirable asset.
- Experience in construction will also be considered an asset.

Why Join Us:

Be part of a team driving positive social impact through impactful real estate projects. Join Terra and contribute to meaningful and culturally significant initiatives.

If you're ready to make a difference, please send us your cover letter and resume!

Contact – careers@terrahousing.ca

Applications without cover letters will not be accepted.

Expected annual pay range is \$70,000 - \$110,000 commensurate with experience and skills.