

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 social 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 - and 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 close to 300 projects, representing more than 14,000 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 successful projects are completed within timelines and budgets and 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 architect, construction manager, contractor, and other consultants. managing 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 the development schedule 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 the client 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.

Knowledge, Skills, and Abilities:

- Minimum of 5 years of related experience; development management experience is considered an asset.
- 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.
- 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.
- Experience working with Indigenous communities and knowledge of Indigenous traditions and territories is a desirable asset.
- Experience with construction is considered an asset.

Why Join Us:

Be part of a team driving positive social impact through impactful real estate projects and contribute to meaningful and culturally significant initiatives. Terra offers an excellent benefits package along with flexible work hours, and a hybrid office.

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

Contact - careers@terrahousing.ca

Applications must be submitted with a cover letter.

Expected annual pay range is \$85,000 - \$115,000 plus an annual performance bonus commensurate with experience and skills.