



Senior Development Position

This senior leader on the development team will be responsible for creating a pipeline of multi-family, office and mixed-use projects and executing on all phases of development through stabilization. This role requires a firm command of market conditions, confidence in forming investment thesis positions, collaborating with key Browning colleagues (predevelopment, preconstruction, construction, finance, operations), and managing external engagements with broker, architects, engineers, property owners, and local government stakeholders.

Essential Position Functions:

- Create a property type-specific business plan in conjunction with the exec team including specific market strategies, total project cost goals, targeted timelines, and execution strategies.
- Assumes full responsibility for maintaining a quality pipeline of potential projects.
- Collaborates with the team to create each project vision and ensure the implementation and execution of the project details from the pre-development phase through project stabilization.
- Serves as a representative of development to the Browning executive team.
- Works with other development team members to solicit and analyze proposals, contracts, and budgets.
- Oversees market studies, proposals, and RFP responses for accuracy and timeliness by working with other all Browning team members.
- Prepares project proposals and assumes full responsibility for all internal approval processes.
- Keeps approved projects on track for the targeted start date.
- Ensures seamless handoff of projects from development to construction to property management with completed project at or above approved financial metrics.
- Operates within the policies, procedures, and culture of Browning.
- Works with Browning CFO and staff to ensure that all quarterly investment packages, reports, budgets, and proformas are accurate and timely.
- Establishes and maintains key relationships with market professionals, brokers, municipalities, and property owners.
- Represents and promotes the Browning brand in public forums, industry events, and all forms of media.



- Active brand ambassador for Browning and highly engaged in the community, political arena, and local, regional, and national industry organizations.
- Presents projects and/or capital requests to executive committee for approval.
- Other duties as assigned.

Requirements:

- Minimum of 6-10 years of hands-on multifamily development experience. Office development and acquisition experience is a plus.
- Proven experience in the real estate development process as well as managing a team of internal and external development professionals.
- Must possess strong financial skills and demonstrated ability to analyze and implement complex financial models and structures and evaluation of corresponding risks.
- Highly effective communication, presentation and listening abilities are essential for navigating a multitude of public and private approval steps.
- Must have robust interpersonal skills, social intelligence, and the potential for political acumen.
- Ability to set personal and project priorities and be highly organized in day-to-day and longer-term planning and execution, and track and help maintain complex schedules effectively.
- Ability to analyze market information, aggressively compete against industry participants for increased market share, establish facts and interpret an extensive array of information to draw conclusions, prepare and defend recommendations and make the critical investment decisions with corresponding authority and minimal oversight.
- Must possess good instincts and strong situational awareness.
- Demonstrated ability to negotiate and execute all types of development related contracts.
- Demonstrated ability to source, negotiate and execute public incentives and public financing, debt financing including public and/or TIF financing.