



Senior Vice President for Real Estate Development

Research Triangle Foundation – RTP North Carolina

THE OPPORTUNITY

This is a rare real estate development leadership opportunity in one of the world's premier innovation communities. The Research Triangle Foundation is offering the chance to create a new urban center by developing up to 6 million square feet of innovative spaces inside of Research Triangle Park (RTP). The entire project will likely span 10 years of development. The first phase of HUB RTP is a \$1 billion, 2M SF mixed-use development that will break ground in 2020 and will include retail, residential, office and hotel set within a new recreational park that has been designed to promote sustainable design principles.

As stewards of RTP, the Foundation leads the Triangle in creating a thriving business environment, promoting economic development, and facilitating strategic partnerships that benefit our region and state. Through its commitment to fostering connections, environmental stewardship, innovation and collaboration, the Foundation invests in programs that cultivate vibrant communities within RTP.

The Park's founding in 1959 was historic. Located at the center of three Tier-1 research universities (Duke University, NC State University and University of North Carolina at Chapel Hill), RTP is the largest research park in the United States and a premier global innovation center. Its 7,000 acres house hundreds of companies, including science and technology firms, government agencies, academic institutions, startups and nonprofits. Our revitalization, begun in 2015, is ongoing and is repositioning RTP to remain relevant going forward. National, state, local stakeholders and major companies with facilities within RTP are all focused on a successful delivery of HUB RTP.

THE POSITION

The Foundation is looking for a senior leader (SVP) to execute the vision of the revitalization of RTP by leading all development and construction projects for the Foundation. Reporting to the CEO, this experienced developer will work with a top team of innovative and dedicated leaders. The SVP will directly contract and manage the \$50 million infrastructure construction for HUB RTP while selecting, contracting and administering all aspects of the work of third-party developers for the 10+ year, \$5 billion redevelopment.



KEY ACCOUNTABILITIES INCLUDE:

RELATIONSHIP BUILDING

- Develop and manage relationships with consultants, staff, tenants, government municipalities and agencies and development partners to achieve goals for the multiple projects constituting the revitalization of RTP.
- Effectively negotiate contracts and problem resolutions with various partners.
- Develop key strategic business partnerships in the market.
- Create and maintain relationships with public agencies and other constituents involved in the entitlement process.
- Act as master developer to facilitate relationships and coordination among multiple developers that will be constructing components of HUB RTP.

EXCELLENCE IN DESIGN & FUNCTION

- Serve as the general manager of all development activities which include redevelopment, tenant improvements and ground up development.
- Manage various design, construction and maintenance projects in RTP relating to recreation amenities, signage, landscaping, utilities, and other infrastructure as well as evaluating and guiding design and composition of projects for the creation of the urban center for RTP (hotels, retail, residential and office.)
- Participate in reviewing development opportunities with other team members, overseeing the due diligence and negotiating control of development sites while simultaneously managing and organizing the pre-development process.
- Provide direction in the definition of project program, coordination of preliminary site plans and the identification of entitlement process requirements for potential development opportunities.
- In partnership with other key team members, engage in short and long-range planning initiatives for RTP including planning for future phases of HUB RTP.

FINANCIAL ACUMEN AND ACCOUNTABILITY

- Oversee the creation and management of project pro forma budgets and schedules, ensure the timely issuance of job cost status reports both for redevelopment and tenant improvements as well as ground up development.



- Identify opportunities for improving overall efficiency and performance while finding cost savings through procurement, re-design, and project management.
- Manage technical and contractual issues and find creative solutions.
- Proactively support the Foundation goals for inclusion of MWBE contractors.
- Define, identify and communicate potential risks to on-time, on-budget project completion in a timely and prescient manner.
- Responsible for full cycle of development and construction activities including implementing procedures for the selection of qualified consultants and contractors; negotiating contracts; monitoring all services to ensure compliance with contracts; negotiating and resolving final consultant and contractor contract/project requirements and ensuring final acceptance for the entire project.

COMMUNICATION

- Assimilate data from constituencies within the organization and third parties and consolidate the information to facilitate informed decision making, particularly at strategic points in the development or construction process.
- Present regularly to the Foundation Board on project progress and manage Board expectations.
- Participate and lead meetings with public and private stakeholders to coordinate and share progress.
- Ensure projects and trends are properly tracked, analyzed, and communicated internally and with project stakeholders.

REQUIREMENTS

The successful candidate will:

- Provide leadership that fosters a work environment that promotes teamwork, performance feedback, high ethical standards, recognition, mutual respect, and employee satisfaction in a fast-paced environment.
- Demonstrate enthusiasm for working in an opportunistic environment with ability to track and evaluate multiple options simultaneously to interpolate to an optimal decision.
- Respect the value and input of team partners to collaboratively achieve best outcomes.



- Be a creative and collaborative problem solver with a strong ability to think out of the box while simultaneously managing and executing multiple complex projects, interior renovations and minor projects.
- Exhibit strong, persuasive communication skills with excellent verbal, written and analytical abilities.
- Communicate complex design, financial and construction concepts to senior management and other stakeholders.
- Have extensive knowledge of engineering and architectural practices, project planning and development, capital and expense budget planning, project scheduling and cost estimating for budgeting of various construction and repair projects.
- Demonstrate fair negotiating skills and thorough understanding/experience of contracts and managing to deliverables.
- Have expertise in reading and interpreting architectural and engineering construction documents and can go head-to-head with consultants on technical design and engineering matters.
- Demonstrate strong project leadership skills, including the ability to influence, and confidence to have your point of view considered by other senior leaders within the Foundation.
- Lead periodic project status meetings and provide status reports.
- Ability to demonstrate a high degree of flexibility and adaptability.
- Demonstrated excellence in entrepreneurial business leadership.
- Live and actively engage in the community, participate in professional and community organizations.

QUALIFICATIONS

- Bachelor's in Engineering, Engineering Construction Science, Construction Management and/or Architecture from an accredited four-year institution required. Master's preferred.
- Project Management, Construction, Planning, Architecture or Engineering certifications and/or licenses are preferred.
- Minimum 15 years' experience in planning, managing and coordination of multiuse development projects to include design and construction is required.
- Minimum 15 years' experience in directing employees, consultants and/or contractors is required.
- Ability to use technology tools such as Microsoft Office: Outlook, Word, Excel and PowerPoint and project management/scheduling software (currently using P6).



TO APPLY

We are committed to cultivating a workplace in which diverse perspectives and experiences are welcomed and respected. We are proud to be an Equal Opportunity Employer. We do not discriminate on the basis of race, color, religion, creed, ancestry, national origin, sex, age, disability, marital or veteran status, sexual orientation, gender identity, political ideology, or membership in any other legally protected class. We strongly encourage individuals with diverse backgrounds to apply.

The Foundation has retained Elinvar to conduct this search. For confidential consideration please send your resume and a cover letter to gerri@elinvar.com. We encourage you to apply as soon as possible, and no later than February 20, 2020.