



**Agree Realty Corporation, a Real Estate Investment Trust (NYSE: ADC) based in Bloomfield Hills, Michigan is seeking to immediately fill the position of VP of Development with a qualified candidate. The position will report directly to the Chief Operating Officer.**

### **Vice President - Development:**

The Vice President – Development role requires a, self-motivated, aggressive, ambitious and goal oriented leader who is responsible for sourcing and originating opportunity for the Company’s real estate development pipeline. Individuals must be driven, tenacious and entrepreneurial by nature. This individual must be capable of driving systems, process improvements and a culture of excellence through effective coaching, mentoring and accountability.

The primary function of the Vice President – Development is to source and originate new relationships with retailers, source development opportunities, negotiate, analyze and synthesize deal issues and manage the transaction process. The role requires a diverse technical real estate background with experience executing a multitude of transactions and must be results driven with strong communication skills.

### **Primary Responsibilities:**

- Market penetration including identification of opportunities within trade areas and site selection
- Review and succinctly summarize all zoning and municipal codes and requirements
- Oversee Development Project Management from project planning, design, budgeting, scheduling, construction to completion
- Lead municipal approvals including all governmental filings, entitlement and permits
- Management of external consultants including brokers and all consultants
- Negotiate terms of LOI’s/Purchase Agreements with land sellers
- Lead and oversee the preparation of thorough REM packages
- Negotiate terms of LOI’s/Leases with retailers for the highest possible return for the Company
- Drive process improvements and develop best-in-class methodologies on development diligence and project management
- Establish and maintain long-term relationships with current and potential retail clients
- Leverage existing and create new relationships with developers, land owners, brokers, municipal employees and retail real estate managers
- Maintain up-to-date knowledge of retail industry and trends; seek to learn latest information on the retail industry through trade journals, attending industry conventions and personal contacts
- Attend industry events to source and present development opportunities
- Accurately rank opportunities and comprehensively report status of development pipeline activity to senior management



**Minimum Job Requirements:**

- Minimum 5 years of retail development experience
- Ability to interpret zoning/municipal codes
- Excellent verbal and written communication skills
- Strong organizational and time management skills
- Proven success in a team environment with multiple projects and priorities
- Proven ability to define objectives, set expectations
- Advanced problem solving and analytical skills
- Advanced negotiation capabilities

**Applicant Characteristics:**

- Excellent organization skills
- Ability to think strategically and execute tactically
- Self-Motivated, Results Driven and Entrepreneurial Nature
- Articulate issues and recommend solutions clearly and concisely
- Strong leadership, management and mentoring skills
- Must thrive in a fast-paced environment
- Ability to advance relationships with retailers
- Exhibit charisma and a passion for retail real estate

For consideration, please submit your resume by email to Laith Hermiz, [Laith@greerealty.com](mailto:Laith@greerealty.com)

**About Agree Realty**

*Agree Realty is a publicly traded real estate investment trust (REIT) and industry leading acquirer and developer of retail net lease properties across the United States. The Company is traded on the New York Stock Exchange under the symbol ADC. Agree Realty was founded in 1971 and has been publicly held since 1994. The Company's growing portfolio currently consists of over 451 properties located in 43 states and totaling approximately 8.7 million square feet of gross leasable area. Building upon the foundation of excellence established throughout the past four decades, Agree Realty seeks to become the premier company in the retail net lease space.*