



Agree Realty Corporation, a Real Estate Investment Trust (NYSE: ADC) based in Bloomfield Hills, Michigan is seeking to immediately fill the position of Vice President of Real Estate Development with a qualified candidate.

As a part of our team, you will experience a workplace that is highly successful, fun, rewarding, supportive and energizing.

Vice President of Real Estate Development

The Vice President of Real Estate 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 of Real Estate 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.

This position will report directly to the COO.

What you will do:

- 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

Who you are:

- 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
- 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

Why us?

All team members are given the opportunity to aggressively advance their career in our rapidly expanding and highly profitable company. Constantly challenging ourselves to improve and learn is one of our most cherished core values. Agree Realty's success is due in a large part to its growing, unique, collaborative team dynamic that forges strong friendship bonds among the team members. We trust and empower our team members to make decisions and improve processes. Ongoing professional development and technology training opportunities are regularly offered to help all team members advance their careers. Our team members feel comfortable and at home working in our award-winning modern office environment furnished with a generously stocked state-of-the-art Café, outdoor patio, extensive natural sunlight and open-area collaboration workspaces. Our team members enjoy generous compensation and benefits packages that include 100% company-paid health insurance, retirement plan, health club memberships and three company-provided lunches per week. Dinner is also provided to team members who work late.

For consideration, please submit your resume by email to Laith Hermiz, laith@agreerealty.com.

About Agree Realty

Agree Realty Corporation is a publicly traded real estate investment trust primarily engaged in the acquisition and development of properties net leased to industry-leading retail tenants. The Company currently owns and operates a portfolio of over 650 properties, located in 46 states and containing approximately 11.3 million square feet of gross leasable space. The common stock of Agree Realty Corporation is listed on the New York Stock Exchange under the symbol "ADC".

For additional information, please visit www.agreerealty.com.