

Director, Leasing

Responsibilities include the oversight of all marketing and leasing of the Agree Realty portfolio of properties including creation of marketing materials, market studies, prospecting, target tenant lists, providing detailed retail market and competitor analysis and executing on leasing strategy.

What you will do:

This position will be responsible for the full life cycle of the leasing process including:

- Manage the entire marketing and leasing efforts for the portfolio.
- Create retail market and competitor analysis, target prospect lists and market rent analysis reports.
- Oversee the creation of comprehensive marketing plans and execute marketing strategies for each available property.
- Identify and cultivate relationships with local brokers, negotiate leasing agreements/commissions, and lead market/asset tours.
- Identify potential prospects and conduct targeted cold calling and marketing campaigns.
- Negotiate terms of Letters of Intent and business terms of Leases with prospective Tenants.
- Coordinate with internal team members on costs estimates, space plans and schedules.
- Prepare and present deals for internal approval.
- Expand relationships with existing Tenants and conduct Portfolio Reviews.
- Prepare and distribute detailed monthly leasing activity reports.
- Maintain the company's CRM system including tracking all activities and ranking opportunities.
- Attend regional ICSC events to prospect for and originate new tenant relationships and market available properties.
- Maintain up-to-date knowledge of retail industry and trends.

Who you are:

- Minimum of 5-7 years retail real estate experience with focus on junior box leasing
- Strong sales, negotiation and closing experience
- Ability to think strategically and execute tactically
- Self-motivated, results driven and entrepreneurial nature
- Ability to effectively present information with recommended solutions
- Ability to multi-task and meet firm deadlines in a fast-paced environment
- Ambitious, energetic with a passion for retail real estate
- Bachelor's degree (BA/BS)

Why Agree Realty?

Agree Realty Corporation (NYSE: ADC) is a high-growth Real Estate Investment Trust based in Bloomfield Hills, MI. We are primarily engaged in the acquisition and development of properties net leased to industry-leading retail tenants. As of March 31, 2020, we owned and operated a portfolio of 868 properties, located in 46 states and containing approximately 16.3 million square feet of gross leasable space.

We offer our team members generous compensation and benefits packages that include:

- 100% company-paid monthly health insurance premiums for team members and dependents
- 100% company-paid short-term, long-term, and life insurance premiums for team members



- Simple IRA retirement plan with 3% company match
- 3 company-provided lunches per week
- Onsite fully equipped gym and locker rooms

Our team feels at home working in our award-winning modern office buildings furnished with generously stocked cafés, state-of-the-art auditorium, outdoor patio, and open-area collaboration workspaces.

Ongoing professional development and technology training opportunities are offered to help all team members advance their careers.

To apply, please visit: <https://airtable.com/shrZ7JfZDc3w7snma>

For additional information about our company, please visit: <https://agreerealty.com/>

Agree Realty Corporation is an equal opportunity employer and does not discriminate on the basis of race, color, gender, religion, age, sexual orientation, national or ethnic origin, disability, marital status, veteran status, or any other occupationally irrelevant criteria.