



## **Director, Acquisitions**

This position will be responsible for building trusting and productive relationships with brokers, owners, and developers of retail real estate throughout the United States. This position will report directly to the Chief Operating Officer and will collaborate heavily with the analyst and transaction teams. They will play a significant role in the Company's acquisition efforts embracing the ADC Sales System and delivering critical KPI metrics such as, connections, offers, conversion rates, and ultimately acquisition volume.

### **What you will do:**

- Invest time and build rapport by making quality connections with prospective and current brokers, owners, and developers of retail real estate via phone and face to face meetings
- Initiate opportunities to acquire real estate assessing the merits and considerations of each deal including, but not limited to the profile of the seller, the broker's expertise, all elements of the deal (term, cap rate, structure, and real estate fundamentals)
- Collaborate with analyst team to underwrite deals for presentation at Investment Committee.
- Report out at Investment Committee on all deals pending letter of intent (LOI)
- Prepare and present offers to purchase via a LOI. Once an LOI is signed, you will collaborate closely with the Transactions Team to translate the opportunity to closing
- Train and mentor analysts
- Become an expert of the retailers and sectors inside our sandbox of targeted tenants
- Leverage the various systems and tools available at Agree Realty to execute your role most efficiently.
- Active management of pipeline using the Pipedrive CRM
- Strategically and proactively formulate plans and actions to achieve key performance indicators (KPIs)

### **Who you are:**

- Bachelor's degree required
- Minimum of three years of professional experience required
- Minimum of two years of real estate experience in origination or due diligence
- Talent to build trusting and productive relationships
- Exude grit and discipline
- Ability to multi-task a significant number of transactions concurrently while driving to firm deadlines in a fast-paced environment
- Excellent attention to detail while maintaining focus on high-level strategic matters
- Exceptional communication and organizational skills
- Flexible and able to work both independently and as part of a team
- Strong interpersonal skills necessary to collaborate with internal and external stakeholders

### **Why Agree Realty?**

Agree Realty Corporation (NYSE: ADC) is a high-growth Real Estate Investment Trust based in Royal Oak, MI. We are primarily engaged in the acquisition and development of properties net leased to industry-leading retail tenants.



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 and a well-stocked café and coffee bar
- Onsite fully equipped gym and locker rooms
- Ongoing professional development opportunities

Our team feels at home working in our brand new award-winning modern office building furnished with a generously stocked café, state-of-the-art auditorium, outdoor balcony, and open-area collaboration workspaces. Our Culture Committee creates opportunities for team members to connect through fitness classes, volunteering, internal competitions, events, happy hours, and dedicated groups, like our Women's Insight Network.

To apply for the role, Please Visit: <https://airtable.com/shr1p8mNYNEZTx1U1>

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.*