



## **Development Director**

Agree Realty is looking to hire a Director of Development. This position will be responsible for building trusting and productive relationships with retailers and owners, brokers, and developers of retail real estate throughout the United States. The primary responsibility for this position will be sourcing and originating the Company's real estate development and developer funding platform (DFP) pipeline. The ideal candidate is ambitious, self-motivated, and entrepreneurial by nature. This position will report directly to the Chief Operating Officer and will collaborate across the organization and most regularly with the construction, due diligence, and legal teams.

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

- Invest time and build rapport by proactively making quality connections with retailers, brokers, owners, and developers of retail real estate
- Source and originate development and developer funding opportunities assessing the merits and considerations of each deal
- Complete market site selection studies including identification of all competition, traffic counts, demographics and available opportunities
- Negotiate, analyze, and synthesize deal issues and manage the transaction process
- Manage external consultants
- Collaborate with and mentor analyst team to underwrite deals for presentation at Investment Committee
- Maintain up-to-date knowledge of retail industry and trends
- Become an expert of the retailers and sectors inside our sandbox of targeted tenants for Development and DFP
- Leverage the various systems and tools available at Agree Realty to execute your role efficiently
- Active management of pipeline using the Pipedrive CRM
- Strategically and proactively formulate plans and action to achieve key performance indicators (KPI's)

### **Who you are:**

- Bachelor's degree required
- Minimum of five years professional experience required
- Minimum of three years real estate experience in development, leasing, banking, or development funding with an intermediate of retail development
- 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.*