



Director of Real Estate Development and Site Readiness

The Rhode Island Commerce Corporation seeks an experienced professional to assume the role of Director of Real Estate Development and Site Readiness. The Director will be a key member of the Commerce Corporation's core team working to promote development across the state. The purpose of this role is to develop and execute priority economic development and site readiness projects at varying stages of maturity.

Responsibilities

- Advance all stages and types of statewide economic development projects including development projects, infrastructure improvements, and master site planning.
- Promote site readiness and pre-permitting of strategic economic development projects. Collaborate with state and local stakeholders to identify development opportunities.
- Craft financial packages and mold investment tools to promote development.
- Coordinate with developers, state and federal regulatory agencies, public constituents, civic and community groups, and legislative leaders.
- Lead, negotiate, and close transactions and contracts.
- Complete transactions and mold investment tools to close the deals.

Key Competencies

- **Intelligence:** The ability to acquire understanding and absorb information rapidly. A quick study.
- **Creativity and Resourcefulness:** Passionately finds ways over, around, or through barriers to success. Achieves results despite lack of resources. Goes beyond the call of duty. Shows bias for action. A results-oriented "doer."
- **Negotiation Skills:** Achieves favorable outcomes in win/win negotiations.
- **Goal Setting:** Sets fair stretch goals for self and others. Encourages individual initiative.
- **Tenacity:** Consistent reward of passionately striving to achieve results. Conveys strong need to win. Reputation for not giving up.

Essential Qualifications

- Relevant professional experience or demonstrated high level of success related to real estate or related area in government or private sector.
- Experienced in designing and developing innovative programs and solutions.
- A Bachelor's degree is required.
- Ability to make effective decisions by analyzing information and considering priorities.
- Create and foster ideas that impel the organization towards a results-oriented direction.
- Ability to work independently and provide leadership.
- Track record in real estate development.
- Skilled at managing the day-to-day aspects of client relationships and projects.
- Significant client interaction and experience, particularly showing the ability to develop strong and influential client relationships.

- Knowledge of advanced financing methodology and public/private joint ventures; principles and concepts of public/private development project investment; and financing techniques for commercial property.
- Experienced in contract negotiations for real estate and personal property transactions.
- Understands state and local government process.
- Strong program development and management skills.

To be considered, candidates must submit a cover letter along with a professional resume and salary requirements via email:

Rhode Island Commerce Corporation
job.opportunities@commerceri.com

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