

01-23-19-JMFDevelopment-DevelopmentManager

JMF Development is a real estate development and property management company headquartered in Downtown Los Angeles. Our activities include management of our current portfolio, rehabilitation of existing buildings, and new development of raw land. We are looking to add key members to be a part of our growing company. We are also affiliated with **Citrus Hospitality** which manages both **Perch** and **Mrs. Fish**. In addition, new restaurants are currently being planned.

Current Development Projects: Ground up high rise for mix use of hotel and residential project as well as other raw land for development projects.

Primary Purpose

The **Development Manager** will be working with Ownership on the entire development of the project from entitlements through completion. The position requires dealing with and interacting effectively with all internal and external stakeholders including joint-venture partners, city departments, consultants, architects, designers, engineers, hotel consultants, general contractors and other third parties, finance and marketing professionals, as well as personnel and executives within the organization.

Our culture fosters innovation and creates dynamic career opportunities for those who embrace our core values of passion, entrepreneurial spirit, and commitment to excellence and who want to make an impact on our continued success.

ESSENTIAL FUNCTIONS:

The successful candidate's responsibilities will include, but not be limited to:

- Manage project documents including discretionary and non-discretionary approvals, agency releases/declarations/determinations, easements, covenants, tract maps, construction documents, design and engineering plans and specifications, contracts/change orders.
- Managing securing the appropriate approvals, certifications, permits, etc. from city and other government agencies as required.
- Experience in Entitlement Process
- In charge of the day-to-day management of development projects
- Experience in negotiating, reviewing and finalizing proposals and contracts.
- Responsible for maintaining and executing project contracts in accordance with department and corporate requirements.
- Responsible for maintaining project timeline, ensuring milestones are met on time and within budget.
- Pre-development experience with design, architecture, engineers and General Contractors on the development
- Developing, managing and maintaining a broad range of industry relationships
- Self-motivated with ability to work in a team and independently.
- Must be able to work evenings and weekends to attend meetings and community events when needed
- Meet with landowners, and community stakeholders to establish a positive, long term relationship with host communities.
- Partner with the engineering and construction teams to assist in project scoping, budgeting and management.
- Must have excellent writing and speaking skills. Negotiate with other parties from widely diverse backgrounds with diplomacy and tact. Effectively apply problem solving skills and ability to take decisive action to resolve disputes and issues.

Minimum Qualifications

- Bachelor's degree; MBA, JD or other relevant advanced degree preferred

- Minimum of 7 years experience in Real Estate.
- Strong relationship development and interpersonal skills with an ability to appropriately influence and inspire others, successfully manage conflict,
- Strong negotiating and deal structuring skills.
- Strong presentation, verbal and written communication skills.
- Strong organizational and project leadership skills.
- Solid understanding of financial reports.