
Leasing Representative

ABOUT SHAPE

SHAPE is the real estate investment, development and management company leading some of the largest and most exciting projects in North America including The Amazing Brentwood and The City of Lougheed in Metro Vancouver. With more than 370 acres in our growing portfolio, SHAPE manages over 4M sq.ft of commercial space with over 3M sq.ft. of residential space under construction.

Through our fully integrated platform, SHAPE specializes in complete neighbourhoods with a top-calibre mix of shops, restaurants, residences, entertainment and a complete range of daily services with transit connected. With a thoughtful approach and continuous pursuit of innovation, we think differently to ensure our projects are relevant and dominant for the future of real estate.

ABOUT ROLE

As an ambassador of SHAPE's exciting projects, the Leasing Representative will assist the leasing team in cold calling prospective tenants and preparing marketing information towards negotiating the lease of vacant spaces within our master planned communities, whilst successfully communicating our brand and story. Working closely with SHAPE's leasing department, this role will help refine leasing processes as well as assist in overseeing the leasing function for properties in the company's retail portfolio.

Primary Responsibilities

- Be a passionate Project Ambassador with a central focus on optimization of the commercial portfolio through strategic leasing efforts
- Source prospective tenants and provide strategic opportunities within our retail portfolio
- Conduct regular site visits to gain knowledge of the physical space including site construction progress
- Work closely with the leasing team from prospecting to store opening
- Participation and analytics for negotiation and execution of lease transactions including new leases, renewals, and license agreements
- Assist in marketing strategies and demographic analysis studies
- Collaborate with internal departments to collect and share information to effectively communicate and update our prospective tenants with accurate information
- Cultivate and maintain a strong and positive relationship within the tenant and brokerage and development communities
- Attend and participate in industry related conferences as required

Qualifications

Required Knowledge, Skills, and Abilities

- Real Estate License is a requirement
- Enthusiasm, positivity, and energy with a desire to succeed within the company
- Ability to make thoughtful decisions independently and provide solutions to challenging leasing scenarios
- Creative mindset with an ability to articulate ideas in a clear and concise manner in both written and oral communication forms
- Ability to work a flexible work schedule including accommodating travel requirements which include some overnight(s)
- Bachelor's Degree in Business and/or Urban Land Economics or equivalent
- Valid driver's License and vehicle ownership

Required Training and Experience

- Directly related experience in commercial leasing an asset
- Ability to demonstrate success in leasing through specific examples
- Member of NAIOP, CREW, or ICSC associations an asset

Working Conditions

Based at our corporate office, located in downtown Vancouver, the successful candidate may expect a comfortable and collaborative work environment in a modern office setting. Due to the nature of the role, the Leasing Rep may be required to travel to different sites on a regular basis, as well as visit other comparable competitive projects in the retail marketplace to ensuring current and relevant asset management plans.

To apply, please visit our website <http://shapeproperties.com/careers/>