

## Rize

Rize is a full-service real estate development, construction management and property management company with a growing portfolio of mixed-use residential and commercial developments throughout Metro Vancouver.

Rize is an intention, an aspiration, but most importantly an action: to uplift people by creating places that matter. This is a vision we take seriously. It's why we resist the cookie cutter and guard against the commodification of our built environment. Our culture is entrepreneurial and high-performing, yet relaxed. It is a place where suits are rare and working smart is the norm.

We are fully immersed in a process to grow, refine and diversify our real estate services. We also recognize that the path to doing things better is rarely repetitive. We have recently established our Innovative Partnerships initiative. This collaborative business development model combines our extensive financial, design, development and construction expertise with groups outside our organization. We're interested in unique opportunities that we may not take advantage of on our own.

## Director, Business Development

Working closely with Rize's leadership team, the Director will be instrumental in creating awareness and promoting the merits of Rize's Innovative Partnerships initiative.

The Director will collaborate with the Senior Management Team to confirm company goals and priorities, and will then develop and execute a strategy to achieve these targets. In doing so, the Director will engage with a broad array of groups within the real estate community to proactively seek opportunities and nurture relationships with potential partners as well as stakeholder groups.

The Director will establish systems to seek and respond to requests for proposals, and continuously adapt to optimize the success of submissions over time. He or she will create and manage annual budgets, direct promotional expenditures, and evaluate the effectiveness of campaigns.

Once projects are active, the Director will engage with clients throughout the project cycle to facilitate communication and support the activities of all Rize teams. Within the office, the Director will act as a mentor, continuously seeking opportunities to share knowledge and enhance employees' collective experience.

## The Candidate

To succeed in this role, you must be, first and foremost, entrepreneurial in nature. In addition, you must be a highly-effective project manager with energy, focus, and an innate ability to prioritize conflicting demands and manage diverse personalities.

To thrive within the Rize team, applicants must be confident, intellectually-curious, goal-oriented, hard-working and good-humoured. To help lead this initiative, you will need solid business acumen, strong negotiating skills and a sincere commitment to building positive and ensuring relationships with colleagues and clients.

In addition to these great qualities, applicants require:

- 10 or more years of proven success working in a Business Development capacity within real estate development, real estate management, general contracting, finance, consulting or law; experience in design-oriented project management, public relations or politics may also be considered.
- Current working knowledge of the Metro Vancouver real estate market;
- a broad and established professional network;
- post secondary education in a related field such as Commerce, Law, Engineering or Architecture;
- a deep and clear understanding of the business fundamentals in real estate development and construction; and
- exceptional language skills in English and, ideally a proficiency in Mandarin.

## To Apply

Please submit your resume with a cover letter (as a pdf) to Kristina Morse via ([klm@resolvesearch.com](mailto:klm@resolvesearch.com)). While we thank everyone for their interest, only select individuals will be contacted for follow-up.

