



## STRAND IS LOOKING FOR A DIRECTOR OF ACQUISITIONS

Strand is seeking an individual who is passionate about real estate, has a strong drive to be a part of a growing organization and wants to be an instrumental part of creating a legacy of successful projects in urban environments across North America.

### WHO IS STRAND?

Founded in Vancouver in 1976, Strand has been actively involved in a number of real estate sectors, including: the development and acquisition of multi-family apartments and condominium projects, single family land and housing developments, the development of multi-unit warehouse projects, the acquisition of office building properties, and the provision of mortgage financing to developers for residential and commercial developments throughout North America. While Strand has maintained a relatively low profile, consistent with the philosophy of its major shareholders and financial partners, Strand has acquired, developed, and financed over 23,000 homes across North America while consistently maintaining its established reputation for successfully and conscientiously developing real estate. Strand is active throughout several regions in North America, with its head office, located in Vancouver, and regional offices in the southeastern and western United States. Strand's active projects are comprised of over six thousand residential units across North America. In Greater Vancouver, Strand is developing over six hundred condominiums and eight hundred rental apartments, along with three hundred thousand square feet of employment generating space (retail/office/light industrial). Strand's development platform has established a reputation as a well-recognized and respected developer in the region by demonstrating innovation, a commitment to quality, focus on building for the needs of the region's diverse demographic composition, as well as a progressive approach to development.

### WHY JOIN STRAND?

Strand's development business is innovative, dynamic, and expanding. This is an opportunity for the successful candidate to join a team of professionals that have built a portfolio of business across a wide range of real estate sectors and who seek to maintain Strand as a "Tier A" development company. Strand is a progressive real estate group that prioritizes culture and rewards entrepreneurial spirit, collaboration and ingenuity while providing opportunities for its employees to grow with the company, both professionally and financially. Strand has "Deep Roots and Big Plans".

### QUALIFICATIONS

- Real estate professional with 10-15 years of real estate industry experience with a demonstrated track record of success in real estate acquisitions, divestitures, and development
- In-depth knowledge of local real-estate market and varying product types and asset classes and ability to source acquisitions
- Team player with strong verbal and written communication skills combined with a strategic thinking capability
- Extensive relationships within the brokerage community – multiple Canadian and U.S. markets an asset
- Exceptional analytical/quantitative, organizational, multi-tasking and problem-solving skills
- Strong interpersonal skills with an ability to work effectively both independently and in a team environment
- Ability to review, understand and critically analyze legal documents associated with acquisitions and dispositions of real estate and liaise with legal counsel
- Ability to proactively manage multiple projects, while respecting timelines and budgets, in a fast-paced environment
- Experience and proficiency preparing and managing financial models at a detailed level



- Ability to read and understand architectural, interior design, electrical and mechanical drawings, while providing critical input on the implications to a project's value
- Post-Secondary education and/or real estate qualifications
- Strong computer skills (Microsoft Office, Adobe Suite) with a strong working knowledge of Excel
- Self-motivated by a strong work ethic and attention to detail with an ability to thrive in a culture of excellence

## DUTIES & RESPONSIBILITIES

The Director of Acquisitions will report to the President and the Chief Operating Officer and be responsible for property acquisitions for Strand projects and the Strand Head Office. The duties and responsibilities are as follows:

- Source, evaluate, underwrite, and assess potential real estate acquisitions, considering profitability for the company and its stakeholders, while understanding and utilizing municipal information such as, official community/local area plans, entitlements process, approval timelines, zoning bylaws and design guidelines
- Negotiate property acquisitions and dispositions in British Columbia and other target markets
- Oversee market research and formulate an acquisition strategy for specific markets and submarkets, including conducting ongoing market research and analysis to stay up-to-date on current real estate values, lease rates, and absorption rates
- Oversee the commercial leasing and pre-leasing activities for all Strand commercial space
- Identify target markets and asset classes, and collaborate with the brokerage community to source properties meeting key criteria
- Where appropriate and strategically beneficial, contact landowners directly to explore and pursue acquisition of development land, and/or joint ventures with landowners
- Review macro economic trends, market trends and business results to identify new opportunities
- Manage the due diligence process, including early management of the design team on development massing and yield studies (in conjunction with the development team) and the preparation and monitoring of detailed proformas for each prospective acquisition
- Provide recommendations to strategically optimize and mitigate risk on existing and prospective properties
- Provide timely and accurate analysis of real estate trends and forecasts and their implications on Strand projects
- Identify and understand the needs of target buyer/renter and assist in the early project design, envisioning, branding, and positioning
- Prepare timely reports for ownership including detailed information and report weekly on the status of prospective acquisitions, next steps, workback schedules, resources required to meet objectives
- Assess financial viability, results of complete due diligence and project underwriting to support a recommendation on whether or not to proceed with a given acquisition

## HOW TO APPLY

If you meet the above qualifications and are interested in this role, please send a cover letter along with your resume to Kevin Johnston at [kjohnston@stranddev.com](mailto:kjohnston@stranddev.com). While we thank all candidates for their interest, only selected individuals will be contacted.