



Director, Real Estate
University of Guelph
Guelph, Ontario
Reference # MG-15471

The University of Guelph is one of Canada's top comprehensive research-intensive universities and known for excellence in the arts and sciences and for their commitment to developing exceptional thinkers and engaged citizens. Established in 1964, the University enjoys a reputation for innovation and excellence dating back more than 150 years.

Students, faculty, and staff at The University of Guelph pursue active inquiry and exercise creativity across a range of disciplines: physical and life sciences, arts and humanities, social sciences, business, agricultural and veterinary sciences. Faculty scholars and researchers provide students with ground-breaking research opportunities in laboratories, art studios, libraries and in the field. By focusing on the "whole student," University of Guelph graduates have the tools and skills to make a difference in our ever-changing world. Known for its beautiful, safe campuses and welcoming, supportive culture, U of G blends historical and modern architecture with cutting-edge technology.

"At Guelph, we turn knowledge into action"

Now, on behalf of the University of Guelph, we are recruiting a **Director, Real Estate** to join their top tier organization. Reporting to the Vice President, Finance & Operations, the Director, Real Estate acts as the expert in commercial real estate and is responsible for providing leadership in identifying and evaluating real estate opportunities, negotiating agreements, marketing the properties to potential tenants, and overseeing the University's portfolio of revenue producing properties

The Real Estate Division (RED) is a lean organization consisting of the Director and one direct report who is focused on day-to-day property management activities. In addition, many accounting and finance functions have been outsourced to a local accounting firm as well as relying on centralized University services such as accounts payable, treasury, and human resource functions. In addition to the RED organization, the Director will work with the AVP Finance and any other internal team members as required to execute on the mandate.

The Director, Real Estate position represents an opportunity to work with a small team in a highly collaborative environment. The University of Guelph also proudly offers a defined benefits pension plan as part of the compensation package for this position.

The Director, Real Estate at University of Guelph:

- Provides strategic leadership, direction and development expertise to the VPFO regarding the management of noncore real estate assets (non-core lands), market and financial analysis valuation, negotiations of acquisitions, sale/disposal of property, leasing and developmental partnerships within the non-core lands.
- Utilizes sound expert knowledge of major developments in the real estate industry, best practices and industry standards in order to determine revitalization strategies to maximize the utilization of non-core lands to their full potential (e.g. revenue generating opportunities)
- Develops short and long-term real estate strategies to ensure acquisitions, divestments and partnerships are aligned with the business goals and growth plans of the University.
- Provides oversight and leadership of the University's real estate division administration, leasing and use agreement transactions, management of leases and leasehold improvement projects.

- Negotiates terms and conditions of non-core lands/ commercial real estate leasing agreements on behalf of the University of Guelph.
- Prepares an annual budget, capital plan and business plan that meets the objectives of the Real Estate Division, and the Heritage Fund.
- Maintains a current knowledge of the real estate market and industry practices through association memberships, and attendance at appropriate seminars and industry meetings.
- Prepares regular and ad hoc reports for the Board of Trustees, the VPFO, and AVP Finance.

Ideal candidate skills & experience:

- Undergraduate degree in a related field; Master's degree would be considered an asset.
- Minimum of eight to ten years related work experience, or an equivalent combination of education and experience
- Demonstrated experience as a leader for a real estate portfolio, including being accountable for strategy setting as well as the resulting financial performance. Working knowledge of real estate law and real estate finance and investment.
- Strong negotiation and analytical skills
- Superior interpersonal skills with ability to work in a team environment, build strong relationship with a variety of stakeholders, and tactfully manage collaborate and collegial interactions.
- Knowledge and understanding of university policies and procedures is considered a strong asset.
- Strong leadership skills and an aptitude to communicate, collaborate and build strong working relationships with leadership teams, senior executives, campus leaders, administrators, academic leaders, students, and the campus community

If you are intrigued and invigorated by the details of this opportunity to bring your experience to a key role with the University of Guelph, we would love to have a conversation.

To express interest in this opportunity please apply online by clicking:

<https://meridiarecruitment.ca/Career/15471>

For more information about this exciting opportunity please contact Mark Gillis, Senior Consultant, at mgillis@kbrs.ca. If you require accommodation to participate in the recruitment process, please let Mark know.

Meridia Recruitment and the University of Guelph invite applications from all qualified individuals; however, Canadians and permanent residents will be given priority. The University of Guelph is committed to employment equity and diversity in the workplace and welcomes applications from Indigenous peoples, African Canadians, persons with disabilities, visible minorities, women, and persons of any minority sexual orientation or gender identity. The University of Guelph is committed to workplace diversity and provides accommodations to applicants with disabilities throughout the hiring process.

The University of Guelph acknowledges their campuses reside on the treaty lands of the Mississaugas of the Credit and lands that the Anishinaabe, Hodinohso:ni, Lūnaapéewak and Wendat peoples have inhabited for centuries. They understand that these lands are connected by the Dish with One Spoon Wampum and continue to be home to diverse communities of First Nations, Inuit and Métis Peoples. Acknowledging the land reminds them of their commitment to reconciliation with Indigenous peoples and lands.