



Position: Development Manager
Term: Fulltime
Location: Toronto, Ontario, Canada
Reporting to: Director, Development

Waterfront Toronto was established by the Government of Canada, the Province of Ontario and the City of Toronto in 2001 to oversee and lead the renewal of the city's waterfront. Our mandate is to deliver a revitalized waterfront that brings together the most innovative approaches to sustainable urban development, excellence in urban design, real estate development, and leading technology infrastructure. Working with the community, and with public and private-sector partners, Waterfront Toronto creates neighbourhoods anchored by parks and public spaces, and diverse, sustainable, mixed-use communities that offer a high quality of life for residents, employees, and visitors alike. We are transforming the waterfront for the use and enjoyment of the people of Toronto, Ontario and Canada, to foster economic growth and to redefine how the city, province and country are perceived by the world.

The Opportunity: Development Manager

Waterfront Toronto is seeking a Development Manager to manage a variety of development and real estate functions integral to the development of waterfront precincts, ensuring compliance with the principles of the Corporation and with the objectives set out in applicable Precinct Plans.

Key Responsibilities:

- Manage the implementation of development projects, including the monitoring of obligations, facilitation of municipal development approvals and management of relationships with stakeholders and development partners.
- Working with the Director of Development, assist with developer Requests for Proposals for Waterfront Toronto projects.
- Undertake analysis, including financial modeling and providing strategies and recommendations to the Director of Development and other senior managers on a variety of issues related to real estate development
- Work collaboratively with the Directors of Development and Development Planning and other departments to support the preparation of development strategies, master planning approvals such as Precinct Plans, subdivision and zoning approvals and contribute to developer proposal call processes and other real estate activities and transactions, and to undertake other initiatives to secure private sector investment, including negotiations with stakeholders and potential partners.
- Work collaboratively with other departments within Waterfront Toronto, the City of Toronto and the ministries and agencies of the Provincial and Federal government to provide innovative strategies for ensuring that the highest standards of excellence in design, city-building, and the advancement of public policy are achieved through municipal approvals and development transactions.
- Work on a variety of funding requests including liaising with federal, provincial and municipal officials on feasibility and financing strategies, reviewing proposals and monitoring developments in the waterfront.

Skills and Qualifications:

- Degree in a related discipline (e.g., Business, Urban Planning, Architecture, Engineering, Law, Finance); an MBA or Master's in Planning will be considered an asset.

- 5-7 years professional experience with extensive experience managing real estate development projects and related activities, which may include land acquisition and disposition, municipal development approvals (e.g., re-zonings, site plan approval), pro forma modeling and financial analysis, etc.; experience with development projects that include affordable housing, commercial uses or mixed-use components, experience with the development process in the City of Toronto, including an understanding of applicable policies and the municipal development approvals, development related provincial and federal policies, including the environmental regulatory processes.
- Demonstrated progressive experience in the real estate development industry including the application of best practices, project management experience, and an understanding of development finance.
- Knowledge of green building standards and their application to the development process will be an asset.
- Understanding of real estate project economics and proformas
- Strong financial modeling skills will be an asset
- Knowledge of municipal finance and the development charge bylaw will be an asset
- Strong leadership and critical thinking skills.
- Strong written and oral communication skills; and Proficient in Microsoft Excel and PowerPoint
- Excellent interpersonal skills for negotiating with a broad range of partners and stakeholders.

Salary: We offer a competitive salary and benefit package.

Other Considerations:

During this time, Waterfront Toronto is operating in a hybrid work environment with employees currently required to work at least two days per week in the office for collaboration and engagement, with the option to work remotely for the remainder of the week. In addition, Waterfront Toronto has a mandatory COVID-19 vaccination policy that requires all staff be fully vaccinated by a Health Canada-approved COVID-19 vaccine. Individuals with a valid medical or other human rights-based exemption will be considered for appropriate accommodation within the policy.

Application Process:

Candidates should email their resume and cover letter, together in one (1) PDF document to: careers@waterfrontoronto.ca, quoting **File #22-28**, no later than **Thursday, October 6, 2022**.

We thank all applicants for their interest, however, only those selected for further consideration will be contacted.

Please indicate in your cover letter how you learned about the job posting and include the specific site or network.

Waterfront Toronto is an equal opportunity employer, committed to representing the diversity of the city of Toronto on our team and fostering an inclusive workplace. To this effect, you are encouraged to reflect upon the diversity you would bring to the role within your application, including, but not limited to, identifying with one or more of the under-represented groups identified within the Ontario Human Rights Code. We will provide equitable treatment and accommodation to ensure barrier-free employment. If you require accommodation under the Ontario Human Rights Code or Accessibility for Ontarians with Disabilities (AODA) at any stage of the recruitment process, please advise and we will work with you to meet your needs.