



Job Title:

Development Manager

Position Summary:

Cross Street Partners ("CSP"), a for profit, mission-oriented multidisciplinary real estate company headquartered in Baltimore City, would like to hire a Development Manager to oversee cutting edge development projects in Maryland.

CSP's real estate development division is growing. We currently have over two-million square feet in active development in Maryland, Ohio and North Carolina. As a result, we are seeking to hire a passionate and experienced real estate developer who can manage relatively complex urban infill and adaptive reuse projects. The Development Manager will have meaningful responsibilities, exposure to all levels of the company and the opportunity to grow quickly.

In addition to developing properties for own account, CSP provides development and financial advisory services to third parties, and the Development Manager may assist with consulting assignments in addition to working on CSP-led projects.

Responsibilities:

- **Development Project Management** – The person in this position will manage two exciting real estate development projects located in Maryland. Developers at CSP oversee the full lifecycle of projects, from inception thru the end of construction and initial occupancy. Specific responsibilities include creating budgets and cash flow projections, and overseeing design, entitlements, leasing, financing, community engagement and construction. While there is not a typical CSP project, many involve the adaptive reuse of a historically significant building, neighborhood revitalization and creative public-private financing. The Development Manager's projects will include mixed-income housing and a mixed-use building with retail, office and events space.
- **Advisory Services** – CSP occasionally provides real estate advisory services to property owners who lack the expertise and/or capacity to undertake development projects. The Development Manager may assist with one or more of these assignments depending on their background and interests.
- **Business Development** – Everyone on the team is expected to help identify new development opportunities and advisory clients. Participation in industry associations, networking events, community organizations and so forth is encouraged.
- **Organizational Capacity Building** – The Development Manager will work with the rest of the development and financial advisory team to create systems and templates that increase our efficiency and standardize certain practices, allowing the company to grow and access investment capital.

Qualifications:

Three (3) or more years of direct real estate project management experience, preferably with urban infill, historic preservation and/or mixed-use development. An advanced degree in business administration, real estate, urban planning, public policy, architecture, or law is desirable but not a requirement. The ideal candidate is highly organized, entrepreneurial, a strong communicator and a great collaborator. Just as important as these qualifications is a passion for cities, community development, historic preservation and transformational real estate projects.

Employment Terms:

- This is a full-time, salaried position. Compensation depends on the applicant's qualifications and experience.
- CSP has a competitive benefits package that includes a 401K plan, medical insurance, and a health savings account.
- CSP is headquartered in Baltimore, Maryland and we expect the person filling this position to be based here (or to spend at least ~3 days per week at the main office).
- We would like to fill this position by the middle of November 2019.

Cross Street Partners:

<http://www.crossstpartners.com/>

CSP is a fully integrated real estate company with development, financial advisory, construction and property management divisions. With a wide range of capabilities, we provide multi-faceted real estate services for clients seeking unparalleled insight and real estate innovation. We approach real estate from a unique perspective, embracing a holistic view of collaboration that includes all stakeholders, from property owners to tenants, financial partners to community members – enabling clients to reach their ultimate goals. Our ultimate objective is to finance, develop, build, and manage authentic environments that inspire collaboration, spur innovation, and sustain community connection.

CSP has an affiliated Community Development Entity (CDE) – Urban Action Community Development (<http://uacdcde.com/>) that has been awarded over \$700 million in New Markets Tax Credit allocation. In addition, CSP has an affiliated non-profit – American Communities Trust (ACT) (<http://www.actimpact.org/>) – that helps maximize the community impact of our projects.

Contact: Please send a resume and cover letter to John Renner, Vice President at: jrenner@crossstpartners.com.

Cross Street Partners LLC is an equal opportunity employer that celebrates diversity. Our goal is a diverse workforce that is representative of the communities where we work. We strongly encourage candidates from a wide variety of backgrounds to apply.