



Vice President of Real Estate

A unique opportunity to oversee a complex real estate strategy, lead by example in driving continuous improvement within the organization and, at the same time, participate as a key executive in supporting city building within the region.

Join Metrolinx, as this agency moves toward the mission to champion, develop and implement an integrated transportation system for the Greater Toronto and Hamilton Area (GTHA) that enhances prosperity, sustainability and quality of life. Metrolinx is an agency of the Government of Ontario and oversees GO Transit, PRESTO, Union Pearson Express (UP Express) and Capital Transit Projects. If you are an experienced executive who values the opportunity to work with a diverse group of people from various backgrounds and professions, in an organization that is growing tremendously as it moves toward the goal of championing and delivering mobility solutions, we invite you to consider this exciting opportunity to make a visible and measurable difference as Vice President, Real Estate – providing direction and strategic leadership to the Corporate Real Estate business unit.

Reporting to the Chief Planning and Development Officer, you will oversee the development, implementation and performance of Metrolinx's corporate real estate strategy, initiatives and services for strategic land acquisitions, land dispositions, transit-oriented land development, and the operation and administration of its real estate properties and assets, in accordance with overall business strategy. You will also support the Chief Capital Officer with transitional property management for transactional land acquisitions that are part of the Metrolinx capital programs. Your strengths as a relationship builder will underpin your ability to represent Metrolinx successfully to the real estate and development industry by managing relationships and leading negotiations with top government officials, senior industry leaders, and communities.

As VP of Real Estate, you will drive continuous improvement by identifying opportunities for innovation and introducing leading practices, and lead change management initiatives resulting from changes to business models, technology, and organizational design. Financial stewardship will be a key area of accountability, as you direct the planning, delivery and oversight of Metrolinx's large, multibillion-dollar real estate property portfolio, including the negotiation of large contractual agreements involving land acquisition, development and operations, as well as oversee annual and long-term budgets and staffing plans aligned with corporate standards and applicable legislation.

Your expertise in large-scale real estate land development, acquisitions, and operations is ably supported by a degree in a related field such as Business Administration or a Real Estate discipline, plus 15+ years' comprehensive real estate experience. You are an acknowledged real estate industry leader with a wide network and a track record of success in team building and leading real estate strategy development for a large division or corporation. A professional accreditation or affiliation (e.g., broker's licence, AACI, RICS) in real estate, land development or a related field would be considered an asset.

This mandate will benefit from your senior-level management experience, working knowledge of collective agreements, background in providing financial oversight to ensure teams are meeting objectives cost effectively and on budget, and ability to identify and mitigate risk through effective risk management systems and processes. You have a history of negotiating major real estate agreements with land developers and other key industry players, welcome the opportunity to lead the implementation of new organizational structures, business models, policies and processes, and know business improvement processes, strategies, and performance analytics intimately.

To be considered for this key executive role, please forward your resume to **Phelpsgroup** by **March 2nd**, quoting **PH178728**, to MXVPRE@phelpsgroup.ca.

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