

Development Associate – Northeast & Mid-Atlantic Region  
East Rutherford, NJ

**About the Company**

Brookfield Asset Management is an alternative asset manager with over \$600 billion in assets under management and a 100-year heritage. Brookfield is a fully integrated services company, providing development, construction, renovation, asset, and property management services. As owners and operators, the Company is invested in long-life, high-quality assets and businesses in more than 30 countries around the world.

Brookfield's global real estate portfolio includes office, retail, multifamily, logistics, hospitality, self- storage, triple net lease, manufactured housing, and student housing assets on five continents. As the dedicated management arm of Brookfield, Brookfield Properties is the world's largest property manager and a leader in servicing its customers. The firm is at the forefront in seeking to provide innovative space solutions and services unique to Brookfield. They seek to disrupt the status quo, not to be disrupted. The firm has a well-defined growth plan for its logistics business over the next five years, with the goal of developing and/or acquiring at least seven million square feet in the United States annually.

With an array of capital sources, Brookfield is well situated to execute on a strong growth plan. Innovation is a central theme of the strategic plan and Brookfield believes that logistics will be transformed globally over the next cycle, tied to an array of innovations from autonomous vehicles to 5G networks. Brookfield is positioned to leverage its corporate knowledge globally, by accessing the experiences of their diverse divisions from solar to ESG while being a true leader in innovative logistics product.

Brookfield's current logistics portfolio consists of approximately 31 million square feet, spread across coastal and super regional markets in the U.S. Brookfield's strategic plan envisions \$1 billion per year of new acquisitions and \$1 billion or more per year in organic development starts. Accordingly, to support the intended growth in logistics and to build a platform in the Northeast and Mid-Atlantic Region based in East Rutherford, NJ. Brookfield is seeking to hire a Development Associate to join the Logistics Team and assist in managing the overall development efforts in an array of markets in the Northeast and Mid-Atlantic Regions including, but not limited to Massachusetts, New Jersey, Pennsylvania, Maryland, and Northern Virginia. From a career development perspective, this is an opportunity to join an entrepreneurial team with a well-capitalized global platform.

**The Role**

The position requires a high degree of energy, enthusiasm, real estate knowledge, and professionalism. The position will report to the SVP of Development with a day-to-day interface with other team members. Experience in development, land entitlement, construction, tenant improvement, and overseeing capital expenditure improvements will be required of the position. This position will be responsible for sourcing, budgeting, permitting, overseeing improvements, and supporting every facet of the development cycle.

**Candidate Profile**

The successful candidate will at a minimum possess much of the following experience and traits:

- Proven track record in design, engineering, and construction.
- Thorough knowledge of the construction and/or development process.
- The experience and gravitas to manage internal and external resources, consultants, and contractors.
- Proficient in oral and written communication coupled with the ability to craft and present detailed work product.
- Intelligent and forward thinking with low ego needs coupled with high engagement.
- Promote a positive, can do attitude with a real focus on efficiency and effectiveness.
- From a cultural-fit perspective, this person must be highly collaborative by nature and be willing to roll up his/her sleeves to drive the business. Highly organized, patient, and strategic orientation with an ability to defend his/her position in a well-reasoned, articulate fashion in a non-authoritative environment.

S/he will collaborate with a team of development professionals and analysts based in the Northeast & Mid-Atlantic Region. In addition, this person will support asset management and building acquisitions in the Northeast & Mid-Atlantic Region.

Primary functions and responsibilities will include:

- Build and maintain strong relationships with architects and contractors in the region as well as be able to effectively source construction.
- Lead a team of consultants, and contractors to obtain the regional capital deployment goals and objectives.
- Manage cost and timeline of each development project, large tenant improvement jobs, and important capex projects as necessary.
- Assist in establishing site plans and floor plans, proposed specifications, construction budgets, and schedules.
- Assist and participate in the due diligence investigation of new investment opportunities, including coordination with third parties.
- Assist in preparing exhibits for investment memorandums that communicate conclusions and investment risk in a narrative presentation to senior management, including approval through participation in the Investment Committee.
- Assist in coordinating all site entitlement and building due diligence including environmental site assessments, hydrology, boundary surveys, easements, geotechnical evaluations, platting, permitting, etc.
- Assist as required in preparing physical due diligence reports, replacement cost budgets, and capital improvement budgets needed for pursuit of acquisition properties.
- Assist in developing site plans that deliver the best-in-class product consistent with the

# **Brookfield Properties**

---

market demands and Brookfield's Brand Standard while achieving the company's investment assumptions.

- Prepare preliminary development budgets (i.e. Proformas, Land Models, Development reports) for proposed land, building and tenant improvement cost for review with the VP, Development for evaluation
- Establish, plan, and chair regularly scheduled development meetings to communicate the company's expectations and oversee the timely completion of milestones set forth in each of the contemplated developments.
- Coordinate all site entitlement and building due diligence including environmental site assessments, hydrology, boundary surveys, easements, geotechnical evaluations, platting, traffic, permitting, etc.

## **Executing for Results**

- The ability to set clear and challenging goals while committing to improved performance, tenacious and accountable in driving results.
- Comfortable with ambiguity and uncertainty; the ability to adapt nimbly and navigate complex situations.

## **Contact**

Justin Drysdale @ [justin.drysdale@brookfield.com](mailto:justin.drysdale@brookfield.com)

John Morgan @ [john.morgan@brookfield.com](mailto:john.morgan@brookfield.com)

Kirk Donoho @ [kirk.donoho@brookfieldproperties.com](mailto:kirk.donoho@brookfieldproperties.com)