

Manager, Capital Acquisitions

Corporate Services – Real Property Asset Management/Real Estate

Do you have a passion for providing **creative, innovative** and forward thinking solutions to continuously improve processes and identify opportunities for cost-reduction?

Are you a **change leader** who strives to **coach, develop** and **support** a team of professionals?

If yes, this role may be for you!

Reporting to the Director of Real Property Asset Management, the Manager Capital Acquisitions will manage the Region of Peel's real estate acquisitions program necessary to acquire all property rights for major projects for road, water and wastewater management. This includes (but is not limited to) fee simple, easements, permissions to enter, risk management and expropriation. The Manager is also responsible for all decision-making and planning for significant property acquisition programs and services including feasibility studies, full buy out/partial taking reviews and extensive analysis on expropriation matters. The Manager is also responsible for budgeting, risk management, communication, client reports and the provision of expert real property advice and approvals. The Manager will take a holistic and proactive corporate view of the Region's planning for capital infrastructure acquisitions taking into consideration the Region's strategic values.

Major Responsibilities:

- Lead, motivate and manage a team of real estate and business professionals so as to deliver on multiple projects in real estate initiatives.
- Manage relationships with senior management at the Region, elected officials, area municipalities, conservation authorities, province, and various stakeholders. Building positive and solid relationships with these parties is vital to success of the Real Estate Team.
- Design, develop and implement acquisition strategies and policies to meet service objectives for Capital Acquisition Section in alignment with Corporate Objectives and to ensure positive client relationships.
- Provide professional expert advice and recommendations in relation to valuation and acquisition of real estate assets, assess business and financial risks in the context of overall market and economic conditions.
- Ensure the successful delivery of assigned projects. Measures of successful delivery to include client satisfaction, budgets, and schedules.
- Conduct in-depth investigation and extensive research for feasibility and analysis (full buy out/partial taking, expropriation, business loss, injurious affection, special damages), appropriate compensation settlement in expropriation situations and implement recommended solutions.

- Utilize independent judgment to guide real estate team where policies do not provide guidance for in-depth investigation and extensive research (political impacts, individual impacts to owner, review of law, appraisal information, market condition, scheduling of construction project) for feasibility and analysis (full buy out/partial taking, expropriation, business loss, injurious affection, special damages), and negotiate and implement recommended solutions.
- Maintain financial accountability of the section's operating budget, associated capital plan and planning process.
- Manage complex acquisitions (including environmentally sensitive lands) and risk management.
- Make presentations to Council, senior management and a variety of stakeholders.
- Assist in identifying opportunities to improve the functional use of real estate for the maximal benefit of Regional programs.
- Make recommendations to Council and senior management on agreements, properties, and expropriation settlements while continuously striving to improve processes and identify opportunities for cost-reduction.
- Develop and maintain collaborative partnerships with other divisional managers, suppliers, government officials and agencies.
- Oversee consultants/contractors in the delivery of cost-effective projects and operations.

Qualifications:

- University degree in a related field (ie. Geography, Urban Planning, Urban Affairs and Real Estate) plus a minimum of 8 years of municipal real estate experience preferably in capital project land acquisitions.
- Minimum 5 years of supervisory/leadership experience.
- Demonstrated leadership abilities and experience in team building and management of human and budget resources.
- Thorough knowledge of all applicable legislation related to property acquisitions, including *Expropriations Act*, *Municipal Act*, and *Environment Assessment Act*.
- Thorough knowledge of Registry Office/Land Title Office procedures, legal surveys and plans, and engineering procedures and plans as they relate to property rights and acquisitions.
- Member of the Appraisal Institute of Canada and/or International Right of Way Association with an AACI and SRWA designation or qualifications leading to such designations.
- Thorough knowledge of general legal matters pertaining to transfer of real property and expropriation.
- Strong public relation skills to build partnerships and collaborative relationships.
- Strong project management skills, organizational abilities, time management skills and the ability to work in a fast-paced multi-project environment.
- Strong communication, negotiation and conflict resolution skills required to influence decisions to present information to varied audiences and conduct successful negotiations at time under adverse conditions.
- Demonstrated ability to prepare comprehensive reports, develop creative solutions to complex problems and present recommendations regarding appraisal, settlement and expropriation.
- Ability to exercise independent judgment and discretion in dealing with confidential matters.



Location: 10 Peel Centre Drive, Brampton

Hours of Work: 35 hours per week, Monday to Friday

If this opportunity matches your qualifications, please apply online.