



Project Manager – Real Estate Development

Department: Real Estate Development
Reports to: Vice President of Real Estate Development
FLSA Status: Exempt

Position Summary: The Project Manager works closely with the VP of Real Estate Development to promote, preserve and develop affordable housing in keeping with SAHA's mission. The position is responsible for overseeing all stages of affordable housing development for up to three active development projects at any given time (depending on size, complexity, and development phase of the projects) and ensures that objectives of each project are accomplished within prescribed time frames and funding parameters.

Essential Duties & Responsibilities include but are not limited to the following:

- Leads, oversees and coordinates all stages of affordable housing development including feasibility analysis, pre-development, design, project financing, construction, loan close-out and transition to property management for up to three (3) development projects at any given time.
- Develops and manages relationships with federal, state and local funders, government agencies, community and neighborhood groups, development partners and industry professionals. Represents SAHA before government agencies, planning and zoning commissions, city council, and other community meetings to garner critical support and governmental approvals for potential projects.
- Researches and secures funding to support, pre-development, construction, and permanent financing phases of development.
- Working closely with VP and conducts feasibility studies and develops pro-forma financial projections for new projects.
- Develops detailed financial analyses and budgets.
- Identifies and manages development team members including architects, engineers, contractors, legal counsel and financial consultants. Manages progress of all team members through project completion.
- Oversees preparation of all project payment applications to government and commercial lenders in coordination with the accounting department.
- Collaborates with asset management and property management departments on the development of operating budgets and facilitates a seamless transition to occupancy.
- Collaborates with the resident services department to prepare supportive service plans and identify sources of necessary funding.
- Provides assistance and mentoring as necessary to interns and junior project management staff.
- Participates in strategic planning and development of long-term growth objectives.
- Maintains project files; prepares files for removal to off-site storage at project close out.
- Other duties as assigned by management.

Qualifications: Knowledge, Skills and Abilities:

To perform this job successfully, an individual must be able to perform each duty satisfactorily. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education and/or Experience

- Two or more years of direct experience in affordable housing development project management is required.
- Master's Degree in planning, public policy, or a related field is desirable.
- Must have experience and successful track record overseeing and having primary responsibility for at least two major phases of the housing development process including planning entitlements, competitive funding applications, construction loan closing, construction, and/or permanent loan closing.
- Must be proficient in MS Office (Excel, Word, and Outlook).

Abilities and Attributes

- Demonstrated commitment to SAHA's mission.
- Excellent written and oral communication skills.
- Ability to perform detailed financial analyses of housing developments concerning site acquisition, predevelopment activities, construction financing, and permanent financing.
- Highly independent, with ability to handle daily responsibilities and projects with minimal direction.
- Excellent organizational, time management, and problem solving skills.
- Ability to work under pressure and successfully meet deadlines.
- Must have effective interpersonal and conflict-resolution skills.
- Must be accurate and highly detail-oriented with follow-through skills.
- Must be pro-active in identifying and proposing viable solutions with the ability to exercise sound judgment in all matters.
- Must be able to work collaboratively with project teams, different levels of management, funders, government agencies, and a wide variety of individuals.
- Knowledge of affordable housing funding sources.
- Ability to read and interpret architects' drawings, legal documents and other complex documents.
- Willingness and ability to take on new challenges with enthusiasm.

Certifications or Licenses

- None.

Supervisory Responsibilities

- May directly oversee an Intern depending on the needs of the Department.
- Directs the work and activities of architects, engineers, contractors, legal counsel and financial consultants.

Mathematical Skills

- Must be skilled in developing spreadsheets, calculating financial projections and interpreting complex graphs and charts. Must have mathematical skills at an intermediate level.

Physical Demands:

- Sitting at a desk and using a computer/laptop for extended periods of time, along with the moderate use of a telephone.
- Walking, standing, bending, reaching and intermittently twisting to reach objects near workstation. Occasionally lifts or moves objects which may weigh up to 15 pounds.

- Position requires driving approximately 20% of time to properties within SAHA's portfolio, site locations currently in development, and local and regional meetings throughout the Bay Area that may be several hours from SAHA's main office.

Work Environment:

This job is mainly conducted in an open office environment where noise and temperature variations are minimal. Periodic attendance at meetings or hearings in non-company buildings and job sites with various environmental conditions is also required. Considerable stress may occur with occasional long hours. Attendance at periodic evening and weekend meetings will be required.

This job description is not inclusive of all responsibilities, skills, requirements, efforts or working conditions associated with this position. While this job description is intended to be an accurate reflection of the current position, management reserves the right to modify the position or to require that other or different tasks be performed when circumstances change. This job description replaces all previous descriptions for this position.

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