



STRATHALLEN

Position Title:	Senior Leasing Manager
Reports To:	Vice President, Leasing
Location:	The Maritimes

About the Company:

Strathallen is a fully integrated Canadian real estate management company, with over \$1.2 billion in assets under management. Founded in 2003 by seasoned real estate executives, Strathallen provides asset management, property management and strategic advisory services to institutional and high net worth investors. The Company currently manages and operates four private closed-end funds, with the mandate to strategically acquire and dispose of quality retail investments and deliver industry leading risk-adjusted returns. Strathallen provides investors with confidence through co-investing and incentive fee arrangements. The Company is supported by; in-house asset management, property management, financial, leasing and development teams. Strathallen specializes in creating value in opportunistic property investments on behalf of institutional clients.

About the Position:

We are looking for an energetic and enthusiastic candidate to join Strathallen as a **Senior Leasing Manager** at Strathallen Property Management Inc. on a permanent basis. This position offers an excellent opportunity for an individual to grow and add value to a supportive, expanding company. For more information on Strathallen, please visit www.strathallen.com.

Main Responsibilities:

- Negotiates new deals with national, regional, and independent tenants;
- Keeps track of and negotiates renewals with the goal of improving the income and the assets;
- Works with the Asset Manager to create unit-specific leasing strategies;
- Completes on-going market and property analyses, including regular site visits and market tours;
- Collects information on suitable prospects and actively cold-call for new tenants;
- Qualifies prospective tenants, i.e., financial covenant, business plan, operational wherewithal;
- Liaises and effectively communicates with legal counsel in preparation of leasing documents, following up with tenants and respective legal counsel to ensure completion of lease documentation;
- Generates and provides market knowledge to the Asset Manager for new assets during acquisition process;
- Prepares budgets and be responsible for meeting or exceeding same;
- Strives to improve the tenant mix and the rental income of the individual assets;
- Ensures that the properties and specific units are properly marketed through a variety of media;
- Adheres to established leasing procedures;
- Fosters excellent relations with the tenants, brokers and colleagues to provide excellent customer service and supports the positive image of the company;
- Other duties as assigned.

Qualifications

- Minimum 5 years of retail leasing experience
- Established industry relations
- Strong negotiation skills and knowledge of lease anatomy
- Confidence and willingness to cold call
- Ability to analyze and provide solutions to challenging and unique leasing scenarios

- Takes ownership of the projects and is a team player within a dynamic team
- Travel, including some overnight(s)
- Driver's license and access to a vehicle an asset
- Bachelor's degree – business focused preferred
- Current RECO salesperson license is a must

The current position is open for applicants in more than one province. Only one best suited candidate from the Maritimes will be hired locally for this role.

Please email resumes with cover letter to careers@strathallen.com referring Job: **Senior Leasing Manager** in the subject line.

We encourage all qualified candidates to apply. We thank all applicants for their interest in this position and our organization; however, only applicants selected for an interview will be contacted. Please note that, where needed, accommodations for disabilities will be provided, on request, during the recruitment process.