

The Bermuda Land Development Company Limited (BLDC) was formed by the Bermuda Government in 1996 to foster the development of roughly 400 acres of previously occupied military lands in Bermuda, i.e. Southside, Daniels Head, Tudor Hill, and Morgan's Point. BLDC's mandate is to integrate these lands into Bermuda's social and economic fabric, creating opportunities for increased employment now and in the future, in the furtherance of the well-being of present and future generations of Bermudians.

BLDC is seeking a highly motivated, customer focused individual to fill the position of **Property Development and Marketing Manager**. Reporting directly to the Chief Executive Officer, the Manager will assume responsibility for development opportunities and marketing, as well as managing new and existing tenant relationships. They will also be required to define long-term organizational strategic goals for the identification and growth of revenue from the commercial real estate market by building key customer relationships, identifying business opportunities; negotiating and closing new business deals.

The successful candidate will possess an extensive body of knowledge of current conditions with respect to the commercial and residential real estate markets. He or she must be strong influencers and negotiators who are self-motivated and have proven track records of property and business development, marketing, and communications.

Primary responsibilities will include: -

- Property and Business Development
- Identifying and Securing Potential Developers and Investors
- Developing and Implementing Marketing Strategies
- Managing Public Relations and Tenant Relationships
- Preparing EOIs, RFPs, leases, and agreements
- Managing the Department and achieving Financial Objectives.

Interested candidates should meet the following education, experience, and skill requirements:

- Bachelor's Degree or higher. Preferred areas of study include Business, Marketing, Finance, Real Estate, or Communications
- Real Estate Licence and/or Project Management Certifications are advantageous
- Minimum of five years' property development, marketing, sales, or related experience
- At least 10 years' experience in management and/or development of commercial real estate would be preferable
- Must have a sound working knowledge of property law, contracts, and negotiation techniques
- Demonstrated skills in public relations, rapport building, networking and establishing and maintaining relationships with stakeholders at all levels

Please submit your resume and relevant professional credentials no later than Monday, May 8, 2017 to: BLDC, Triton House, 1 Longfield Road, St Georges DD 03. Email: hr@bldc.bm Tel: (441) 293-5712