



Role: Development Manager  
Washington, DC

## **THE COMPANY**

Perseus TDC (“PTDC”) is the Mid-Atlantic regional development office of Transwestern Development Company, a national, diversified real estate development company. PTDC is an entrepreneurial business focused on greater Washington, DC and the Mid-Atlantic region that benefits from the financial resources, scope, and institutional relationships of a national organization. Perseus TDC was founded in Washington, DC in 2004 and became a part of Transwestern Development Company in 2017.

Perseus TDC operates as a principal and sponsor, investing capital alongside our institutional equity partners with a focus on the development of mixed-use, multifamily, office and hospitality projects.

Transwestern Development Company (“TDC”) is a diversified, national development company and a member of the Transwestern Family of Companies. TDC operates through eight regional offices (including Washington, DC) and develops multi-family, office, mixed-use, industrial, and healthcare projects. The Company has approximately \$2.5 billion in projects under construction currently, and since 2012, the company has completed or commenced the development of over \$7.5 billion in projects across all product types encompassing 20+ cities from California to New Jersey.

PTDC has a strong track record in its region and a robust pipeline of projects under construction and in pre-development totaling over \$850 million. This includes projects in Washington, DC, suburban Maryland, and Northern Virginia. In our role as developers and place-makers, we invest in assets, cultural amenities, and public spaces that enrich the lives of their neighbors and create a distinctive sense of place. A commitment to communities drives its efforts to create vibrant, healthy, safe, and friendly places where people can thrive.

## **JOB DESCRIPTION**

We are seeking a passionate, committed, and creative real estate leader who wants to participate in the exciting growth opportunities within Perseus TDC.

Reporting to a Partner, the role of the Development Manager is to primarily execute existing projects and maintain relationships with our lenders, capital partners, various jurisdictional agencies, and key stakeholders. The role will also provide an opportunity to source new deals to help grow the company’s development activities in the Greater Washington DC region.

Responsibilities include, but are not limited to:

- Work collaboratively with an in-house Construction Manager to manage day-to-day construction activities and keep the project aligned with the previously approved vision, budget, and schedule.
- Develop financial models and play an essential role in financial analysis and underwriting new

- development investment opportunities and Investment Committee packages and presentations.
- Coordinate timely project invoices and loan draws in accordance with consultant agreements and loan documents by working with the accounting team. Ensure projects remain on budget.
  - Prepare monthly development project reports for capital partners and senior executives.
  - Perform market studies and analyses to document trends and support new business development opportunities.
  - Collaborate with the Partners on marketing/branding to create and execute marketing leasing programs.
  - Meet with community and business groups to obtain community support for development.
  - Support the regional team in negotiating and closing acquisitions, financing, and dispositions.
  - Assist Partners in negotiations with jurisdictional agencies to define development agreements proffers, easements, etc. to secure all necessary entitlements.
  - Assist in the documentation of joint ventures, loan documents, and purchase and sale agreements through legal counsel.
  - Assist Partners in interfacing with institutional investors & lenders to finance sourced projects.

### **PRIORITY CRITERIA**

- **Experience:** Proven experience managing projects from acquisition through completion. Ideally, the candidate has experience with challenging urban infill sites, including leading or managing site acquisition, entitlements, and construction.
- **Expertise:** Strong project management skills, successfully implementing development and construction schedules, budgets, and plans by project specifications and vision. Thorough understanding of local municipal planning, regulations, and policies. Strong design sensibilities at both an urban and architectural level. Able to balance multiple priorities and timelines.
- **Financial Acumen:** Strong financial and budgeting skills with the ability to prepare and update development proformas. Demonstrated ability to understand the broader strategic and operational issues facing a project. Ability to analyze the potential problems and their impact on the project and the business.
- **Leadership:** An effective influencer of people. Ability to lead and collaborate with diverse teams in a quick pace and high-functioning environment. Effectively facilitate and coordinate project consultants, trades, and construction managers throughout the project life cycle.
- **Relationship Skills:** A strong oral and written communicator who can articulate messages to internal groups and external stakeholders. Can foster excellent relationships with consultants, municipal staff, the community, and other public interest groups.
- **Education:** A post-secondary degree in real estate or a development-related field (i.e., MBA, architecture, planning, urban land economics, or engineering).
- **Style:** Proactive, action-oriented, highly professional, accountable, passionate, creative, apolitical. A solutions-driven individual with a sense of urgency. Highly methodical with strong attention to detail and process driven. Passionate about real estate development through good design and place-making.