



Development Associate

COMPANY BACKGROUND

Edgemoor Infrastructure & Real Estate is an award-winning developer of public buildings and infrastructure. Our mission is to craft customized public-private partnerships (P3s) and real estate solutions that address our clients' needs and exceed their expectations. We enable our clients to thrive through creative real estate and infrastructure solutions, while making a meaningful impact on our communities.

With more than 20 years of experience and \$4.5 billion in P3 development projects either delivered or currently under construction, Edgemoor has been a pioneer in the P3 space in the U.S. We create value for clients by taking a "hands on" approach to management and development that's both flexible and responsive. Edgemoor can provide a comprehensive set of turnkey services, be flexible on financing structures and can leverage its partnership with Clark Construction, a \$5 billion general contractor as it sees fit. These capabilities allow us to meet the complex and varying set of needs of any client.

RESPONSIBILITIES

Edgemoor is looking for a Development Associate to lead and support pursuits and development projects. The ideal candidate will be a self-starter with the ability to work independently with minimal supervision. The position would be initially based in Edgemoor's McLean, VA office, and report to an Edgemoor Director.

Responsibilities will include:

- I. Identify new opportunities, analyze feasibility, and pursue project development leads
- II. Support current and future Edgemoor pursuits and projects
- III. Foster and form strategic pursuit partnerships
- IV. Support and help structure project financing
- V. Draft proposals to respond to solicitations
- VI. Assist in the negotiation of contractual arrangements, both with project partners and owners/clients
- VII. Represent Edgemoor at industry events and conferences
- VIII. For active development projects:
 - a. Work with design managers to complete project designs
 - b. Coordinate with utility service providers
 - c. Manage third-party consultants
 - d. Provide monthly update reports
 - e. Submit monthly payment requisitions
 - f. Provide construction oversight, including the work of the design-builder, change order management, and quality control
 - g. Coordinate turnover and move-in
 - h. Obtain permits and entitlements
 - i. Perform public relations duties and community outreach



QUALIFICATIONS

- Prior experience in the real estate and/or infrastructure development industry, including financing, leasing, operations and maintenance, design, and construction
- Strong knowledge of real estate finance, public finance and/or project finance
- Strong analytical skills with the ability to think critically and creatively
- Experience building or working in Excel financial models
- Ability to understand complex legal documents
- Exceptional communication skills and a desire to develop new business
- Well-organized and ability to multitask, with great attention to detail
- Self-motivated with ability to independently manage work priorities in a fast-paced environment
- Experience working with public sector clients is a plus
- Entrepreneurial spirit, solid team player, and intellectually curious

MINIMUM REQUIREMENTS

- 5 years of relevant work experience, pre or post-graduate school
- Undergraduate degree in construction, engineering, architecture, real estate, finance or other relevant specialization preferred
- MBA, graduate real estate or equivalent degree preferred but not required if strong relevant experience

APPLICATION INSTRUCTIONS

Please see instructions on your school's site and apply directly on [Workday](#).

Equal Opportunity Employer

Clark Construction Group, LLC, (subsidiaries and affiliates) is an Equal Opportunity Employer committed to diversity and inclusion in the workplace. We prohibit discrimination and harassment of any kind based on race, color, sex, religion, age, sexual orientation, national origin, disability status, genetic information, pregnancy, protected veteran status, gender identity or expression, or any other protected characteristic as outlined by federal, state, or local laws.

This policy applies to all employment practices within our organization, including hiring, recruiting, promotion, termination, layoff, recall, leave of absence, compensation, benefits, training, and apprenticeship. Clark Construction makes hiring decisions based solely on qualifications, merit, and business needs at the time.

Clark Construction promotes a drug-free workplace.

www.edgemoor.com