



Job Description
Acquisitions & Development Director
NewMark Merrill Companies
San Diego Division

THE COMPANY

NewMark Merrill Companies, LLC is a private owner and operator of more than 70 community shopping centers representing over 1,500 tenants covering over 10,000,000 square feet in three States.

NewMark Merrill is owned by President and Chief Executive Officer, Sanford D. Sigal. Since 1997, he has led NewMark Merrill in a community leadership role at the company's shopping centers in more than 45 cities throughout California, Colorado and Illinois ensuring we are an asset to every place we buy, manage and build shopping environments. The company also has a technology business called BrightStreet Ventures, which is a leader in using technology to help us succeed as a landlord, and for tenants to thrive by taking advantage of technology.

The company is based in Woodland Hills, CA and has primary satellite offices in Oceanside, CA and Longmont, CO. NewMark Merrill's shopping centers are located in more than 45 cities throughout California, Colorado and Illinois. The tenants of our shopping centers includes merchants such as Vons, Whole Foods, Target, Walmart, Sam's Club, Lowe's, Bed Bath & Beyond, Marshalls, Ross and a large cross-section of other retail, restaurant and service tenants.

NewMark Merrill works very hard to ensure that our shopping centers are successful for our tenants and the community. Our mission statement is 1) to ensure every community is better by its involvement, 2) to give every tenant a great shot at being successful and recognizing the American dream of building a business that thrives and provides opportunities for their customers and their employees, and 3) to enable every employee of NewMark Merrill to achieve their dreams, to be better for the experience of working at the Company, and to challenge themselves in ways that make them better people.

The company's growth has often landed it on the "Fastest Growing Private Company" lists by creating shopping environments that create meaningful experiences, bringing in tenants who cater to the customer and the community, and by supporting our neighborhoods through events, outreach, and being a role model of a corporate citizen.

We look for people who want to challenge themselves and create something amazing and aren't afraid to make mistakes as a way to grow.

POSITION SUMMARY

As Development Director for the San Diego Division, you will be responsible for overseeing the day-to-day oversight of our retail development activity; specifically, all responsibilities related to the pursuit and advancement of new shopping center opportunities, including but not limited to, sourcing new acquisitions, researching all relevant inputs for proformas, interacting with prospective retailers, documenting transactions, performing all necessary due diligence, and coordinating all aspects of property construction and development, including the oversight of architects, engineers, consultants and other contractors. NewMark Merrill opportunistically seeks large and small-scale ground-up developments, single tenant pad developments, and retail center acquisitions that are logical for redevelopment and repositioning.

You will ensure that these opportunities are integrated into the portfolio's operations and that projects will meet the company's plans, goals and objectives.

ESSENTIAL JOB FUNCTIONS

- Pursue retailer requirements in new markets, pursue various development leads and canvas strategic properties in target trade areas with eye toward ground up development and acquisition of existing centers to be repositioned.
- Operate in the primary market areas of San Diego County, South Orange County and South Riverside County. Good familiarity with these regions is a plus.
- Connect with owners and brokers who are active in these target markets and research potentially attractive opportunities for the firm.
- Conduct all initial feasibility and gain a firm understanding of significant issues affecting a property's performance.
- Solicit and generate key tenant interest for these new opportunities on terms and conditions that match proforma.
- Develop financial proformas and conduct on-going financial assessments of all income and expense expectations for the properties.
- Perform necessary acquisition and pre-development due diligence to confirm initial assumption before closing escrow commencing work.
- Document and negotiate relevant purchase contracts, city entitlements, term sheets with lenders and other similar development agreements.
- Coordinate and oversee all aspects of development including oversight of consultants, contractors, engineers and other vendors.

REQUIREMENTS / PERSONAL CHARACTERISTICS

- Good familiarity with the target markets of San Diego County, South Orange County and South Riverside County retail markets.
- Strong strategic and analytic mindset.
- Have strong computer skills – EXCEL, WORD, OUTLOOK and comfortable with technology.
- High integrity with a diligent work ethic.
- Team/people oriented.
- Highly organized with good time management skills.
- Meticulous attention to detail.
- Must possess a college degree and California Real Estate salesperson license.
- Willing to try different ways of doing things to create extraordinary outcomes.
- Willing to learn and grow and take feedback and convey information as observed.
- Good communicator in the written and spoken word.

Resumes and corresponding documentation may be submitted confidentially to hr@newmarkmerrill.com.