

Job Description – Real Estate Manager (Santa Ana, CA)

Boos Development West, one of the nation's largest single tenant development companies, seeks a Real Estate Manager for our Santa Ana, CA office. The candidate shall be responsible for real estate site acquisitions for the company within the state of California, as assigned by the Regional Director of Real Estate. An ideal candidate will be comfortable working independently as well as in a team environment, will have a working knowledge of the market, and will demonstrate strong character and ethical values that match our company's foundation.

Responsibilities / Duties

- Qualify site opportunities for free standing single tenant projects
- Advise clients on trade areas, markets trends, market values, and potential sites
- Collaborate with BOOS Research Team to create site presentations using maps, aerials, and demographic information
- Present sites on client real estate tours
- Negotiate key business terms and facilitate LOI & Purchase Agreements
- Manage and direct relationships with local brokers
- Analyze financial data, create preliminary development budgets, and collaborate with Boos Development Team
- Participate in on-site construction meetings, local municipalities meetings, and neighborhood meetings
- Overnight travel required
- Report directly to the Regional Director of Real Estate.

Desired Skills & Experience

- Bachelor degree or higher
- 3-7 years of experience in the development of retail real estate
- Experience in site identification and land acquisition
- Relationships in the California real estate industry including tenants, brokers and consultants
- Great people skills – with the ability to cultivate and maintain relationships
- Strong presentation skills – in both one-on-one settings and large groups
- Detail oriented, organized and intense concern for accuracy
- Goal orientated with a high degree of personal initiative
- Ability to multi-task and prioritize based on client demands
- Ability to use iPads, or other similar devices, to gather and present market and site information
- Real estate sales license or equivalent course work – preferred but not required
- Ability to read construction documents – preferred but not required

Company Description

Family owned and operated since 1997, Boos Development Group is a national company with regional offices in Florida, California, Texas, Utah, Georgia, Alabama, Arkansas, Pennsylvania, and New York. Our consistent ability to deliver high quality, on-time and on-budget store openings has made Boos a valued partner for a prestigious and growing list of national brand retailers including CVS/pharmacy, Family Dollar Stores, Jiffy Lube, Chase, Circle K Convenience Stores, Krystal Restaurants, O'Reilly, Advance Auto, Tractor Supply and many others. For more information please visit our corporate website at www.boosdevelopment.com

Please direct all inquiries to Mike McCanless at mmccanless@boosdevelopment.com