

## POSITION DESCRIPTION

### Vice President, Navy Yard Development

#### About PIDC

Founded in 1958 by the City of Philadelphia and the Greater Philadelphia Chamber of Commerce (GPCC) as a partnership to attract investment and jobs and to promote economic development throughout the City, PIDC is a private, non-profit corporation with a Board of Directors appointed by the Mayor and the President of GPCC. Our mission is to spur investment, support business growth, and foster developments that create jobs, revitalize neighborhoods and drive growth to every corner of Philadelphia. To achieve our mission, we attract, manage and invest public and private resources in the clients, communities and markets that energize Philadelphia's economy. We offer flexible financing tools, a targeted portfolio of industrial and commercial real estate and decades of Philadelphia based knowledge to help our clients, invest, develop and grow. Over the past 56 years, PIDC has settled over 6,300 transactions – including \$11.8 billion of financing and 3,000 acres of land sales – which have leveraged over \$22 billion in total investment and assisted in retaining and creating hundreds of thousands of jobs in Philadelphia.

#### The Navy Yard

Since acquiring 1,000 acres of land from the federal government at the site of the former Philadelphia Naval Shipyard in 2000, PIDC has been the master planner, land developer, property manager, and operator of the Navy Yard, a thriving waterfront campus located along the Delaware River, featuring a mix of historic buildings and new high-performance and LEED certified construction oriented around world class open space.

The Navy Yard ([www.navyyard.org](http://www.navyyard.org)) currently includes approximately 7.5 million square feet of office, industrial and R&D facilities with more than 12,000 employees and a roster of approximately 150 private companies and organizations, including three operating units of the U.S. Navy. PIDC manages a portfolio of largely historic real estate assets while transacting land and buildings to development partners such as Liberty Property Trust/Synterra Partners and end users such as Urban Outfitters and Rhoads Industries to develop additional sites. PIDC and Liberty Property Trust/Synterra's long-term plans at the Navy Yard propose the development of 10-15 million square feet of office, industrial and R&D facilities, along with the potential for 1,000-1,500 multi-family residential units and appropriate supporting amenities such as an additional hotel, executive conferencing facilities, waterfront recreation and retail conveniences.

PIDC's Navy Yard management team is responsible for the Navy Yard's overall management and development, including marketing, leasing, development, planning, infrastructure development, utility operations and property management. The Navy Yard management team is led by a Senior Vice President who reports to PIDC's Executive Vice President.

## **Position Description**

PIDC is seeking an experienced and entrepreneurial real estate executive to join its team as Vice President, Navy Yard Development. Reporting to PIDC's Senior Vice President, this person will drive and execute PIDC's real estate transactions and business development at the Navy Yard, including:

- Lead the developer solicitation process for future residential development with the goal of adding up to 1500 rental units to the Navy Yard.
- Represent PIDC and the Navy Yard in developing relationships throughout the real estate professional, developer, and brokerage communities. Engage with the marketplace to produce a pipeline of development and land sale transactions at the Navy Yard.
- Direct Navy Yard business development efforts in partnership with other Navy Yard developers, including Liberty Property Trust, and with PIDC's Marketing and Business Development Group.
- Structure and negotiate sales and development agreements for commercial and industrial transactions.
- Develop and manage requests for proposals for real estate transactional activity at the Navy Yard.
- Perform analyses to support the master planning and development of specific real estate parcels and areas, including financial analyses related to property values, rents, taxes, construction costs, transportation, environmental and historic features, re-uses, and zoning.
- Work with PIDC Financial Services Group to structure financial packages for prospective transactions.
- Coordinate with PIDC's Vice President for Projects and Planning for the development and deployment of infrastructure necessary for ongoing development at the Navy Yard.
- Manage PIDC's leasing activity at the Navy Yard, supervising the Navy Yard Real Estate Manager.

## **Qualifications**

- Minimum five years of experience, including direct and meaningful experience in transaction real estate (i.e. directly managing and executing commercial leasing and development transactions); experience and familiarity with economic development and business development.
- Bachelor's Degree from an accredited four-year college or university with course work in finance, economics, real estate, business administration, accounting, or a related field; an advanced degree is preferred.
- Strong leadership skills, with experience in development negotiations; the principles and practice of public and private real estate finance; real estate marketing and project management.
- Strong project management skills.
- Strong sense of judgment and ability to solve problems creatively, while acting with diplomacy, poise, humility, and tact.
- Demonstrated ability to build and maintain mutually beneficial relationships and partnerships in the public and private sectors.

- Effective interpersonal skills and the demonstrated ability to communicate effectively as part of a larger team and with all levels of management, governmental agencies and the general public on complex real estate transitions.
- Proven strength in use of spreadsheet, database, and presentation applications including Excel and PowerPoint.
- A valid driver's license.
- City of Philadelphia resident or a commitment to relocate within 6 months.
- Commitment to, and enthusiasm for, PIDC's public policy mission to attract investment, jobs, business growth and tax ratables to help improve the quality of life in Philadelphia.

*Salary will be commensurate with experience. PIDC offers a competitive benefits package including retirement, healthcare, dental, and vision coverage.*

**How to Apply:** Interested candidates should submit a thoughtful cover letter, a resume, and salary requirements to:

Prema Katari Gupta  
Senior Vice President, Navy Yard Planning & Development  
[pgupta@pidcphila.com](mailto:pgupta@pidcphila.com)  
Please use subject line: "Vice President, Navy Yard Development"

**PIDC is an equal opportunity employer.**