



PRINCE WILLIAM COUNTY GOVERNMENT
invites applications for the position of:

Redevelopment Business Manager

An Equal Opportunity Employer

POSITION #: 20ED02
DEPARTMENT: ECONOMIC DEVELOPMENT
SALARY: \$62,613.00 - \$121,973.00 Annually
OPENING DATE: 12/06/19
CLOSING DATE: 12/22/19 11:59 PM

INTRODUCTION:

Prince William County is seeking a dedicated and energetic Redevelopment Business Manager to help launch an exciting new redevelopment initiative for the County. Get in on the ground floor of efforts to revitalize key portions of Virginia's second-largest county, just 40 minutes south of the White House in Metropolitan Washington.

Are you motivated by making the deal; place-making; building community; working with a larger professional county team, and have career interest and experience in real estate and real estate development, local government and economic development? Are you a self-starter, fun, energetic, and passionate about your work? Are you by nature willing to go the extra mile, as individual or part of a team? Then this may very well be the job for you! Tell us why you are a great match for this important position which we will be interviewing candidates for at the start of the New Year.

Strategic planning has been well underway with updates to the County's Comp Plan via Small Area Plans, a Mixed-Use Redevelopment Ordinance and 6 Opportunity Zones. The Redevelopment Business Manager will work closely in sync with these initiatives to implement plans, increase private sector investment and redevelopment in small area plan geographies particularly those in Eastern Prince William.

What you will do in this role:

Redevelopment Project Management - Identify key redevelopment properties, facilitate solutions to overcome site constraints, help to arrange meetings with site and building owners, attract developer interest, and implement project proposals to closure. Manage targeted sites for redevelopment to include site assemblage, public/ private partnerships and facilitating fast track development review. Work with businesses, brokers, site consultants and allies in presenting viable location options in our redevelopment and Opportunity Zone areas. Manage multiple, complex projects from start to finish to achieve goals for jobs and investment.

Data and research - Use analytical skills to research viable site assemblages and land characteristics. identify key redevelopment properties, facilitate solutions to overcome site constraints, arrange meetings with site and building owners, attract developer interest, and implement project proposals to closure.

Lead Generation - Use lead generation tactics to build contacts, then attract and tour developers, investors and prospective lead tenants for mixed-use projects or build-to-suit projects.

Redevelopment Tools - Market and understand Opportunity Zones, HUB Zones, New Market Tax Credits, Historic Preservation Tax Credits, Mixed-Use Zoning Overlay Districts, and other measures. Help research, present, create and implement new tools for PWC such as Technology Zones, TIF Districts, and Redevelopment Districts which incentivize assemblage and redevelopment of targeted areas.

Typical Tasks:

- Build and maintain a redevelopment and reuse site inventory, as well as candidate buildings for renovation or reuse.
- Prepare staff reports, resolutions, MOUs, agreements of sale, and facilitate public review and approval through IDA/ EDA and local governing body
- Run and create proforma spreadsheets, fiscal impact modeling
- Prepare corporate and public presentations, plan and run events
- Manage environmental testing and clean-up, including Brownfields application
- Create sub-area landowner maps and relevant property data in GIS & salesforce
- Conduct urban design graphic work to help envision redevelopment potential
- Coordinate DED meetings with stakeholders (site/ building owners, brokers, developers) to begin discussion on their plans for the property, potential assemblage and awareness of new County policy, mixed-use ordinances
- Coordinate meetings with allies/ utilities such as Service Authority, power companies, DEQ, VDOT re: infrastructure requirements to develop.
- Attend Comp Plan updates and Small Area Plan Meetings and participate in public input sessions and charrettes (evening and weekend work)

Preferred Skills:

- Understanding and experience with the public-sector role in land redevelopment
- Demonstrated ability to lead projects from start to finish
- Collaborative and works well with a variety of management styles
- Communicates well with regular reporting and with management
- Sufficient land development and financial analysis skills
- Experience with data base entry and management
- Builds successful relationships with team and stakeholders
- Maintain certification and active membership in related professional organizations to remain current in field and expand developer and ally network

For additional information about Prince William County's Department of Economic Development click on the following link: [PWCED](#).

To view the full job announcement and apply online click on the following link: [RBM](#)

Prince William County is an Equal Opportunity Employer