

Real Estate Director (Network Growth)

As a Real Estate Director, you will be responsible for executing our US network expansion strategy. You will be directly responsible for new site acquisition goals, managing a pipeline of opportunities with our landlord partners, and driving transactions from initial sourcing and site selection through structuring, negotiation, documentation, and execution. Transactions will involve selling real estate services to asset managers including but not limited flexible office management and licensing agreements and leases.

This is a unique opportunity to join a high-performing team during a major expansion in a highly entrepreneurial, high-visibility role with significant growth potential. The successful candidate has significant business development and transactional experience, commercial real estate knowledge, solid communication and analytical skills, and a strong work ethic.

This role will report to the VP of Real Estate/Network Growth and can be based in Atlanta or the New York Tristate area.

Responsibilities:

- Develop and manage a pipeline of real estate transactions to meet location growth goals.
- Negotiate and execute multi-unit portfolio and/or individual transactions to deliver superior risk-adjusted returns and thoughtful solutions to Serendipity Labs and our landlord partners
- Collaborate cross functionally to advance site selection, design and construction planning, Investment Committee approval, negotiation, and internal deal onboarding
- Prepare deal books and present recommendations to Investment Committee supported by a well-prepared investment thesis, supporting materials and qualitative data
- Support other Real Estate team members as needed to hit our overall supply growth targets
- Drive Real Estate team initiatives and develop tools / processes that support the Real Estate team and scale growth

Requirements:

- 5+ years of related professional experience, with at least 3 years of experience in commercial real estate asset management, acquisitions, or development
- Negotiation and site selection experience strongly preferred
- Strong financial modeling, underwriting and other analytical skills
- High emotional intelligence with the ability to thrive in a fast-paced, dynamic environment
- Excellent judgment, project management, and problem-solving skills
- Experience managing a pipeline within a CRM
- Strong communication and presentation skills
- Willingness to travel up to 20% of the time

Perks:

In addition to our incredible team, there are lots of other fun reasons to work with us.

- Health care, including vision and dental
- Learning & development grant
- 401K plan
- Generous vacation time
- Flexible workplace policies
- Team activities and annual company-wide offsite