

## **Real Estate Manager**

As a Real Estate Manager, you will help execute our global network expansion strategy. You will be directly responsible for managing a pipeline of opportunities with our landlord partners, driving transactions from initial sourcing and site selection through structuring, negotiation, documentation, and execution.

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 some 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 Director of Real Estate and will be based in Rye, New York.

### **Responsibilities:**

- Develop and manage a pipeline of real estate transactions
- Negotiate and execute multi-unit portfolio and/or individual transactions to deliver superior risk-adjusted returns and thoughtful solutions 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 Real Estate leadership and team members as needed to hit our supply growth targets
- Drive Real Estate team initiatives and develop tools / processes that support the Real Estate team and scale growth

### **Requirements:**

- 3 - 5 years of related professional experience, with at least 2 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
- Paid parental leave
- Team activities and annual company-wide offsite

