Job Prospectus for the
Associate Vice Chancellor,
University Real Estate Operations
About North Carolina State University and the Centennial Campuses

NC State University operates and maintains adequate physical resources to support its mission of instruction, research, and community service. The largest university in the state of North Carolina, the university operates and maintains 1,163 buildings on 106,990 acres statewide. A total of 452 buildings are located on the 2,200-acre main campus located in Raleigh, comprising over 8 million assignable square feet. The assets beyond the main campus include research farms, 4H camps, extension offices, field labs, research forests, and other miscellaneous mission-supporting facilities.

Centennial Campuses

The Centennial Campuses, composed of Centennial Campus and Centennial Biomedical Campus, are research, advanced technology and academic communities where university, industry and government partners interact and collaborate. The Centennial Campuses, physically covering over 1,300 acres, are environmentally sensitive, mixed-use developments home to over 72 corporate, industrial and government partners working alongside more than 75 University research and academic units.

Primary Function of the Organizational Unit

NC State’s University Real Estate Operations encompasses all university real estate activities and strengthens the mission of NC State through engagement with internal and external partners. The functions of this position include:

- Overseeing and developing the policies associated with NC State’s real estate assets and public-private partnerships between the University and its external partners.
- Negotiating with external partners in the development of private buildings on NC State’s campus and the development of public-private partnerships that use NC State real estate assets.
- Acquisition and disposition of state-owned-owned properties.
- Overseeing leasing of ground and space leases on a major research campus with 34,000 students and negotiating with private partners for the acquisition of space leases external to NC State’s campus.
- Coordinating with other University leaders in the physical and financial development and management of real estate assets and frequent interaction with the Associate Vice Chancellor for Facilities, Office of General Counsel, and University Treasurer.
- Strategic and tactical analysis of campus, local, regional and national markets, and NC State strategy related to these markets.
- Overseeing acquisitions, disposition, monetization and management of foundation properties and the development of policies and best practices associated with gifts of real estate to the University endowment and associated entities.
- Property management of assets leased to internal and external partners including buildings and land.
- The development of external relationships with key political and community officials in matters of real estate and serving as the key NC State spokesperson for all real estate.
- Overseeing the continuing real estate development of NC State’s Centennial Campus.
Essential Job Responsibilities

The Associate Vice Chancellor for University Real Estate Operations will be responsible for the University’s real estate portfolio and operations across a variety of campuses; the cultivation and implementation of strategic public-public partnerships in connection with the development and financing of further physical assets on campus; and the furtherance of the University’s mission in matters of real estate. The AVC will demonstrate: proven experience as a leader of people and projects; have a passion for delivering high-quality service; a deep interest in building strong relationships with university and other constituents; the ability to develop and mentor staff and to build strong teams; superior interpersonal and communication skills; a collaborative and flexible decision-making style; and a commitment to continuous improvement in a university environment.

Managerial Job Responsibilities

- The AVC is responsible for the direct management of three professional exempt staff members who manage three core real estate areas including (1) University and Foundation real estate acquisition and disposition; (2) Centennial Campus real estate leasing and associated operations; and (3) property management. The AVC is responsible for the overall direction and strategic mission of a group of 10 professionals who operate as a high performance team.

- The AVC is responsible for planning, organizing, and directing staff activities; providing professional training for staff development; work planning; and evaluation of performance.

- The AVC is responsible for coordinating with Associate Vice Chancellors in Campus Enterprises, Environmental Health and Safety, Finance and Treasury, Facilities, and Human Resources.

- The AVC is responsible for ensuring personnel are following NC State and UNC System policies.

- The AVC is responsible for ensuring that staff are fully briefed and are aware of the need to mitigate operating risks.

- The AVC is responsible for the overall effective and efficient functioning of the real estate group.

Minimum Experience/Education

Candidates must possess a master's degree in urban planning, a law degree, an MBA with a concentration in real estate finance, or a bachelor's degree in a similar field with significant experience in commercial or institutional real estate or a similar field.

Required Skills

A minimum of 10 years of increasingly responsible senior level experience in structuring the development of large, mixed-use real estate developments; negotiating and financing complex real estate transactions including ground and space leases; or experience overseeing large commercial real estate operations. A key attribute is the ability to think strategically about the financial and legal risks of real estate transactions. The AVC should possess a keen understanding of project guidelines and be able to anticipate and plan for challenges and opportunities.
Preferred Skills
A minimum of 15 years of increasingly responsible senior level experience in the development or negotiation of large-scale real estate developments; the ability to understand the risks involved in negotiating and financing complex real estate transactions; a solid understanding of real estate capital markets; the ability to understand complex legal and financial documents; and the ability to work with both University clients and private partners in fulfillment of the University’s mission. The AVC should be able to demonstrate significant interest in and/or exposure to University-based real estate activities.

- A deep understanding of commercial real estate markets along with a commitment to the continuing development of a 21st century mixed-use research, technology and innovation campus;
- An ability to define, sequence, and manage multiple large-scale projects concurrently;
- A commitment to fiscal sustainability and accountability, and a fundamental understanding of fiscal analyses;
- Significant experience working with lenders and investors to facilitate funding for complex projects;
- An ability to understand complex legal documents;
- An ability to develop relationships with key public and private sector constituents and to improve political connections with governmental partners in matters of real estate;
- The ability to develop innovative, creative real-estate solutions without sacrificing financial goals;
- A capacity to build trust and forge relationships among stakeholders by meeting commitments on a timely basis, achieving mutual understanding among stakeholders, and emphasizing information-driven decision-making;
- Well-developed and experienced advocacy, negotiation, presentation and marketing skills;
- Demonstrated ability to pursue economic development objectives that propel the University’s mission, while maintaining transparency and integrity;
- An understanding of the legal and statutory environment governing public institutions and the development and use of public property and acceptance of various constraints; and
- An ability to leverage new technologies, business models, programmatic and economic resources and industry relationships to achieve long-term economic, programmatic and environmental sustainability.
About Raleigh, NC
NC State is located in one of the fastest-growing urban centers in America. A top spot for young professionals and families, Raleigh is nationally recognized as a city on the rise:
No. 1 among the best places for business and careers (Forbes, 2014)
No. 1 among U.S. cities attracting the most families (Forbes, 2014)
No. 2 among America’s 15 best cities for young professionals (Forbes, 2014)
No. 3 among the best midsize U.S. metro areas for college students (American Institute for Economic Research, 2014)

With Durham and Chapel Hill, Raleigh anchors the Research Triangle, a national hotspot for high-tech enterprise. The top companies in the region — including IBM, Cisco Systems, SAS Institute, Biogen Idec and GlaxoSmithKline — are among the country’s best employers. They also lead the way in hiring new NC State graduates.

More than 125 years after its creation, NC State continues to make its founding purpose a reality. Every day, our career-ready graduates and world-leading faculty make the fruits of learning and discovery available to people across the state, throughout the nation and around the world.

How to Apply
The Nomination Committee invites applications (letter of interest, CV, and contact information for at least three (3) references) to be submitted online at http://jobs.ncsu.edu/postings/64203 Confidential review of materials will begin immediately and continue until the appointment is made. Further information can be found at https://www.ncsu.edu/human_resources/ESS/. Please refer all inquiries to:

Justin Lang
Director
NC State Executive Search Services
(919) 515-4365
jdlang2@ncsu.edu

For Further Information, Visit:
University Strategic Plan
Think and Do
Stats and Strengths
NC State University
NC State University is an equal opportunity and affirmative action employer. All qualified applicants will receive consideration for employment without regard to race, color, national origin, religion, sex, age, veteran status, or disability. In addition, NC State University welcomes all persons without regard to sexual orientation. The University welcomes the opportunity to work with candidates to identify suitable employment opportunities for spouses or partners.