



JOB DESCRIPTION:

Inclusive & Sustainable Development Manager

The Inclusive & Sustainable Development Manager (or simply Development Manager) is a full-time position at the Downtown Fresno Partnership. The individual serving in this role is a self-motivated, creative-minded person who possesses a familiarity with real estate development and infrastructure, along with great organizational skills, exceptional writing and communication abilities, and a love for revitalizing urban areas.

The Development Manager reports directly to and will work closely with the President & CEO of the Downtown Fresno Partnership.

RESPONSIBILITIES:

Specific responsibilities include a subset of the following, based on the specific skill set of the incumbent and direction from the CEO:

Supporting Real Estate Development

- Collaborate with banks, other lenders, and property owners to solve development finance challenges
- Collaborate with brokers, property owners, and public agencies to develop a retail master plan and implement coordinated commercial leasing strategies
- Advocate and develop community support for public infrastructure investments
- Pursue and secure grant funding for community-serving built projects

Supporting Inclusivity

- Engage Downtown residents, workers, business owners, and other stakeholders in planning for the future of Downtown, and equip other DFP team members for such outreach
- Organize a community development corporation structure for community-led built projects that can attract new project funding sources
- Pursue and secure available grant, tax credit, and other favorable financing for such projects
- Determine and organize technical assistance resources needed to support tenants and owners from historically marginalized communities and backgrounds in becoming buyers and builders
- Build out programs to support small, first-time, and BIPOC housing and commercial developers

Supporting Sustainability

- Pursue and secure funding for community-serving green infrastructure projects
- Educate the public and regional stakeholders about reducing carbon footprints by integrating land use and transportation

- Engage in local, regional, and statewide conversations about sustainable Downtown development
- Lead collaborative exploration and development of community-led, rider-responsive shared mobility options for Downtown commuters, residents, and visitors

The Development Manager may also be responsible for other duties as assigned.

This position has no direct reports but coordinates and leads the supportive work of other DFP team members within the position's areas of responsibility. The ability to adapt to changes in projects, schedules, and team dynamics as a team player and leader is essential.

The Development Manager assists the CEO with creation of strategic planning and annual workplans related to the position's scope of work, and acts as a liaison with the Downtown property owner community as well as the City of Fresno, on topics within the position's areas of responsibility.

REQUIREMENTS:

The ideal candidate will possess a Bachelor's Degree from an accredited college or university with major course work or at least three years of experience in or around real estate development. Education, training, or experience around socioeconomic and racial inclusion, or climate and sustainability, or grant writing, are also a plus.

The ideal candidate will demonstrate excellent written and verbal communication skills in English, including comfort with public speaking. The ability to speak, read, and write in Spanish (or another common San Joaquin Valley language) is a plus, as is proficiency with social media.

Candidates who drive a vehicle must provide proof of a valid driver's license and private auto insurance.

COMPENSATION:

Starting salary will range from \$70,000 to \$80,000 depending on experience. Benefits include medical, dental, and vision coverage, sick time, vacation, paid holidays, and parking.

The position is initially funded by a two-year grant from The Kresge Foundation's American Cities Program. The work of the position will include developing pathways to future funding streams as the portfolio of work evolves.

Inquiries about possible consulting arrangements as an alternative to employment will also be considered.

TO APPLY:

Please address your resume and cover letter to Elliott Balch at ceo@downtownfresno.org, with "Application for DFP Development Manager" in the subject line. Please no mail or telephone correspondence.

The position is open until filled.