



**RECOGNIZED.
REWARDED.
VALUED.**



At the City of Abbotsford, we offer ongoing personal and professional development opportunities, competitive compensation, and a comprehensive benefits package.

The City of Abbotsford is committed to creating a workplace that fosters a culture of diversity and inclusion. We encourage applications from individuals from all genders, backgrounds and underrepresented groups.

We are happy to work with applicants requesting accommodation at any stage of the hiring process.

**Property Negotiator
Real Estate Services
Exempt, Full-Time
Posting #J0924-1212**

The City of Abbotsford is offering a fantastic opportunity for a highly motivated, experienced Real Estate Professional to join our Real Estate Services team in the role of Property Negotiator. Reporting to the Senior Real Estate Services Manager within the City's Legal & Legislative Services department, the Property Negotiator will be responsible for managing the City's land assets, negotiating leases, and acquiring and disposing of property in service of the City's immediate and long-term real estate requirements and Land Strategy.

The successful candidate will have demonstrated experience quarterbacking complex real estate transactions and possess strong interpersonal and negotiation skills, coupled with a solid understanding of land valuation methods. Excellent written and verbal communication skills are a necessity as well as the ability to prepare and present reports to City Council. This role requires frequent interaction with both internal and external customers on a wide range of real estate related topics in respect of City owned real estate assets. The position contributes to the administration of a diverse portfolio of commercial, industrial, and residential real estate assets with the goal of ensuring sustainable, market supported revenue sources for the City of Abbotsford to drive the City's ambitious Strategic Plan.

Desired Knowledge, Skills, and Abilities:

- Experience in the Real Estate Industry and training in Real Estate Appraisal.
- Demonstrated knowledge and understanding of property valuation techniques, current real estate values, market trends, leases, licenses, statutory rights of way, easements, covenants, expropriation, and contract law.
- Ability to successfully facilitate tactful discussions and negotiations with property owners or their representatives, manage tenants, build relationships with realtors, business and legal representatives, contractors, consultants, appraisers and with both internal and external customers.
- Ability to prepare market value analysis for the purchase or lease of land as required.
- Excellent analytical and communication skills coupled with the ability to think critically and solve complex problems.
- Ability to build strong cross-departmental relationships with staff and perform work with minimal supervision.
- Ability to manage a budget and reconcile actual operating costs with budgeted operating costs in relation to lease contracts.
- Flexible and adaptable with the ability to handle a complex workload with changing priorities.

In addition, as the ideal candidate you will have, or be willing to obtain the following designations:

- Appraisal Institute of Canada (AACI) or Real Estate Institute of British Columbia (RIBC) designation.
- International Right of Way Association (IRWA) certification.

To apply, please visit us online at www.abbotsford.ca/careers

Salary: \$93,966.60 - \$110,856.20

Closing Date: October 31, 2024