

VAIBHAV JAIN

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Real Estate professional having business and design background with over fifteen years of experience in collaborating across lines of business. Possess expertise in project/design management and real estate development strategy of different asset classes across Canada, US, Asia, and Middle East.

- **Project Management:** Extensive experience managing complex, design-led projects through all phases, including planning, design, and construction.
- **Negotiation:** Proven ability to negotiate development and legal agreements, Sec-37/Sec-111 other planning agreements, and manage stakeholder expectations.
- **Stakeholder Engagement and Management:** Skilled in navigating regulatory environments and collaborating with municipal stakeholders and council offices.
- **Team Management:** Strong leadership in managing and mentoring cross-functional teams to deliver high-stakes projects.
- **Financial Analysis:** Proficient in financial modeling, analyzing project risks, and optimizing project outcomes.
- **Urban Planning and Design:** Deep understanding and application of urban planning principles and design management.

EDUCATION

Harvard University, Cambridge, USA

Masters in Design Studies, Real Estate and Built Environment (May 2013): Post-Professional 2-years on campus degree Program including Relevant coursework in Real Estate Investment, Development, Management and Leadership, Market Analysis, and Urban Economics.

School of Planning and Architecture, New Delhi, India

Bachelor of Architecture (May 2007) Minor: *Urban Design and Planning*

WORK EXPERIENCE

Marlin Spring Developments, Toronto, Canada

August 2021 – Present

Development Manager

- Managed a team of three Development Coordinators, overseeing six high-rise development files through planning and building permit stages. Collaborated with municipal stakeholders to negotiate development agreements, resolving appeals with the Ontario Land Tribunal (OLT). Mentored team members in identifying project risks and developing risk mitigation strategies.
- Worked closely with low-rise development team to work on the planning (including Minor Variance) and building permit stages for masterplan community in Caledon and Oshawa municipality.
- Secured building permit approvals for two major projects (2002 Lakeshore Blvd. W and 801 The Queensway), which had been stalled in the Planning stage since 2017. Coordinated closely with external stakeholders, including CreateTO, the Housing Secretariat, and City Staff, to finalize all legal agreements required for issuance of building permit. Focused on enhancing the retail component by working with staff to optimize the ground-level retail usage and introduce live-work units, thereby increasing the retail asset value and appeal.
- Managing project schedules, scope and soft-cost budget to ensure applications complied with upcoming planning changes and adept at balancing conflicting demands and prioritizing outcomes.

MOD Developments, Toronto, Canada

September 2020 – August 2021

Development Manager

- Managed the development process for 'The Waterworks,' with a particular focus on the retail development aspect, overseeing the construction and design coordination of the Food Hall, which spans approximately 55,000 sq. ft. This role involved close collaboration with the Construction Management team and architects to ensure seamless integration and execution of the retail space. Additionally, handled the building permit process and MV application for the 55 Charles St. East project, a 50-storey condominium. As part of the Sec-37 and Sec-111 agreement, worked with Planning Staff to secure a variance for 55 Charles St. East and facilitate the conversion to affordable-rental housing.
- Led pre-development phase of 38-storeys (344 units) residential development including rental replacement at 241 Redpath Ave. on Yonge and Eglinton. Worked closely with architects and planners through the rezoning and SPA submission and ongoing OLT application.
- Contributed to the master plan redevelopment of White Oaks Resort in Niagara region, focusing on retail outlet impact and master plan feasibility in the broader Glendale regional context.

Barney River Investment Limited, Toronto, Canada

September 2019 - May 2020

Director of Development

- Establishing a real estate development vertical within the organization of hospitality, mixed-use, and multifamily assets. Strategized and implemented standard operating procedures and guidelines for all development and investment related processes for infill development opportunities.

- Led pre-development process of 370 purpose-built rental units in-fill opportunity, C\$135Million in development cost, in the North York Area on Keele St. Closely worked with City Planner and Ward Councillor to apply for Re-zoning and ensure projects conform to development approvals. Prepared project investment summary for fund allocation based on development progress.
- Co-managed the pre-development phase of 11 Bay St. redevelopment to a mixed-use asset (1.3Million Sq.ft), in downtown Toronto through a joint-venture partnership with QuadReal. Manages project and space program costs, design and planning, contract structuring, partnership agreements; and deal structuring.
- Development lead for existing hotel asset expansion and capital improvements of C\$60Million, in Mississauga. Responsible for developing and evaluating financial analysis and cash-flow projections, project/design briefs, service consultant's appointment, and preparing a displacement mitigation plan of operating hotel at site. Prepared and presented development budget and cash flow schedule to management for approval.

Godrej Properties Limited, Mumbai, India

September 2014 – August 2019

General Manager, Development/ Design Strategy

- Responsible for full P&L and risk management of 2.2Million sq.ft 65-stories residential development, valued at C\$900 Million. Played lead roles in design and pre-construction management, design-to-cost delivery and entitlement process.
- Project lead in mixed-use re-development of 35-acres industrial land, 'The Trees' comprising 3.7Million sq.ft (2.5Million residential + 1.2Million retail/commercial) of built-up area. Led the redevelopment with substantial retail components, and managed large-scale commercial assets, including flagship projects with high retail value.
- Design and planning process owner of two commercial assets, valued C\$800Million in construction cost, includes project and pre-construction management, contract negotiations, proposals and invoices, regulatory compliance. Successful delivery of flagship project, a Grade-A platinum rated commercial space by collaborating with cross-functional teams.
- Led a team of 7, spearheading Company's first special projects team of architects, project managers and urban planners, for managing and delivering assets totaling up to 5Million sq.ft at various development project cycles. Co-managed development of launch plan, inventory pricing, product branding and product sales training with sales and marketing team.

Raymond Property Company LLC, Boston, USA

January 2013 – July 2014

Project Associate

- Conducted financial analysis for an 85-units, transit-oriented multi-family development valued at US\$21Million. Managed suitable acquisition due-diligence, project pre-development, design management and entitlements process.
- Responsible for preconstruction and fit-out phase of US\$4.8Million office-to-residential and retail repositioning capital project. Managing fit-out's design layout, design assist procurement, permitting, construction scheduling and value-engineering process.
- Conducted due-diligence on potential acquisition of a 260-units permitted multi-family development with retail components. Negotiated purchase and sale contract and prepared development proposal report for approval.

RMJM Hong Kong Ltd, Hong Kong

October 2007 – May 2011

Architect/ Assistant Project Manager

- Developed design for the Saadiyat Islands Cultural Canal master-planned mixed-use development of 700 acres in Abu Dhabi focusing on urban planning and design efficiency.
- Played a lead role in developing the initial concept design and program layout for the largest (approx. 1.5 million sqft) high-end shopping mall in Taiyun (China) by SD Real Estate Development Co Ltd.
- Developed Master plans of high-end retail, residential, commercial, and industrial components. Evaluated project's functional and economic efficiency. Worked closely with associates and consultants to oversee project development and adherence to the construction schedule.

RESEARCH AND PUBLICATIONS

- Jain, V, (2013). Streamlining Identified and Evaluated Factors that Affect the Adaptive Reuse Strategy of Various Stakeholders for Historic Industrial Mill Buildings through an Adaptive Reuse Decision Making Model. Scholarly Paper. Harvard University Graduate School of Design.
- Jain, V, & Ryn, Burns (2013). Authentically Kiwi: Catalyzing Development in Queenstown, NZ. Harvard Real Estate Journal

SKILLS AND AWARDS

Professional: Design Strategy, Project Management, Product/ Brand Development, Sustainability practices.

Software: Excel Modeling, Microsoft Project, Adobe Photoshop, InDesign, AutoCAD, SketchUp.

Awards: All India Award for Excellence in Architectural Thesis, 2007 • Godrej Award for performance as Best Innovation in Brand, 2016 • Godrej Properties Legend Award for 'Best Real Estate Brand', 2018

Professional Membership: ULI Toronto, NAIOP

Activities: Avid Kayaker, Runner, Manga Reader