



## **Executive Director, ULI Triangle Raleigh, North Carolina**

### **About ULI**

The Urban Land Institute (ULI) is the preeminent multidisciplinary real estate organization, facilitating open exchange of ideas, knowledge and experience among local, national and international industry leaders and policymakers dedicated to creating and sustaining thriving communities worldwide. Structured as a 501(c) (3), nonprofit, member-driven research and education organization, ULI has more than 40,000 global members representing the entire spectrum of land use and real estate development disciplines, both in private enterprise and public service.

ULI's strength comes from the collective intellectual capital and diverse on-the-ground experience of its membership. Members include real estate developers, builders, owners, investors, architects, public officials, planners, brokers, appraisers, attorneys, engineers, financiers, and academics. For these diverse constituents, ULI provides various educational programs, publications, forums and meetings, applied research, and advisory services.

ULI's culture is focused on providing exceptional benefit to the member by leveraging its collective intellectual and experiential capital. The strength and value of the organization is deeply tied to connections made between members at all levels; ULI delivers its mission by inspiring, informing, and mobilizing its membership to improve the practices and policies that drive effective land use and urban development in their communities.

ULI Triangle, a District Council of ULI, carries forth the ULI mission as the preeminent real estate forum in eastern North Carolina, facilitating the open exchange of ideas, information and experiences among local, national and international industry leaders and policy makers. ULI Triangle's mission over the next few years will be to focus on the three pillars of Housing, Transportation/Infrastructure, and Technology, and to diversify the reach of ULI so that its mission will be pursued as broadly as possible. . For additional information on ULI Triangle, please visit [www.triangle.uli.org](http://www.triangle.uli.org).

### **The Opportunity**

Reporting to the EVP, and the Chair of ULI Triangle, the Executive Director is responsible for leading the District Council's program of work, including developing and executing strategies that manage the District Council and Institute resources, expertise, and leadership to constructively impact local and regional development issues and land use policies.

The Executive Director will be charged with the oversight and coordination of the various activities of the District Council, including programs, membership, corporate and program sponsorships, communications, public relations and general management of operations.

The candidate must have experience and background in the real estate field. Having an understanding of the following real estate fundamentals is important to the role:

- Land Use Policy and Fundamentals
- Zoning and Entitlements process
- Real Estate Financial Modeling and feasibility
- Market Demographics



- Understanding of Development Process and Pricing
- Demonstrated Familiarity with ULI and its Mission

A successful candidate will possess:

- Strong communication and leadership skills,
- Experience working collaboratively with a local board while having a dual reporting relationship
- The ability to “see the big picture” and think and act in a visionary manner.
- An entrepreneurial spirit,
- The ability to present to groups, manage public meetings and serve alongside District Council Leadership as a “face” of the organization.
- A background working with stakeholders including; business professionals, public officials, corporate executives, and senior members of the real estate community
- Be comfortable with ambiguity in that responsible land use has many vagaries

Specific responsibilities include:

- Develop and implement a program of work, budget and a staffing plan for the District Council that provides for clear outcomes and methods to measure success.
- Develop and promote strategies that direct the Triangle District Council resources, expertise and leadership to the issues affecting land use policies through education forums, community initiatives, conferences, meetings, programs, publications and other sources.
- Work in concert with District Council Leadership to advance a comprehensive sponsorship program that provides a robust, sustainable platform for staff and programs, including the support and oversight of volunteers that are working to secure sponsors.
- Implement a comprehensive membership program that engages the membership committee as well as the YLG and other Committees in efforts to maintain and enhance existing members, expand new memberships, and encourage upgraded memberships, such as from associate member to full member; provide opportunities for active member voluntary engagement in our program of work, and incorporate strategies that enhance the diversity of the membership.
- Foster and maintain key external strategic alliances with other professional, academic, public sector and non-profit organizations.
- Support the Chair, Management, and Governance Committees in administration, leadership development and succession.
- Lead and engage ULI’s members in the development and execution of current strategic plan which may include the following:
  - Local “Pillar” topics that the region has identified as strategic
  - Programs and events throughout the region focused on, among other subjects, Real Estate Trends, Sustainability/SmartGrowth, Housing, Infrastructure and Capital Markets
  - Local Technical Advisory Panels “TAPs”
  - Local Member Product Councils (Housing, Technology, Transportation/Infrastructure, others)
- Lead the ULI Triangle office and staff.



## Requirements

This position is an outstanding opportunity for a well-regarded member of the land use and development community to expand upon the success of ULI Triangle and its strong membership base. Requirements include:

- 15+ years' progressively responsible experience in local real estate and land use, community relations and/or nonprofit administration.
- Bachelor's degree in real estate, urban planning or business/public administration or related field; an advanced degree is desirable.
- ULI membership experience highly desirable.
- Working knowledge of the Triangle real estate community, ULI and programs is highly desired.
- Highly motivated leader who thrives in a team environment; multi-task oriented; self-motivated and takes pride in his/her accomplishments.
- Ability to effectively manage a myriad of issues and to establish and meet priorities.
- Experience in the preparation and management of annual budget and financial statements; fiscally responsible.
- Ability to work effectively with people at all levels, including but not limited to corporate leaders, politicians, educators, public officials, etc.
- Experience recruiting, managing, developing and leading a staff.
- Ability to plan and oversee high-quality events in support of the District Council.
- Ability to grow and retain membership and sponsorship base.
- Proven track record in strategic planning and execution of sound business plans.
- Ability to communicate at all levels openly and effectively in both oral and written forms.
- Highest level of honesty and integrity.
- Computer savvy, Word, Excel and PowerPoint.
- Available for moderate travel throughout Eastern North Carolina; periodic visits to ULI's headquarters in Washington D.C.; attendance at ULI's annual Fall Meeting and Spring Council Forum and periodic meetings with surrounding District Councils.

Expand HR Consulting has been retained to assist ULI with this search. Please submit your resume and letter of introduction to Erica Thomas, Senior Consultant, [ethomas@expandhr.com](mailto:ethomas@expandhr.com) subject line "ED, ULI Triangle". EOE/m/f/d/v.