

**From:** [REDACTED]

**To:** jeevacation@gmail.com

**Subject:** sorry here are the specifics

**Date:** Thu, 01 Nov 2012 17:07:27 +0000

---

## Director, Strategy and Innovation

Country: **United States**

Department: **Corporate Solutions**

---

## Description

### Come Join Us!

We are Colliers International. Nice to meet you.

From commercial real estate brokers to marketing professionals, IT experts and more, our career opportunities come in all shapes and sizes. But with one common goal – to help the best and the brightest exceed their potential. And ours. With over 500 offices in 60 countries, we are fully immersed in our local markets, bringing an enterprising approach to supporting our clients, wherever they may be.

We're completely focused on helping our employees fulfill their career dreams – in their native countries or abroad. At Colliers, you can pursue global career opportunities. We push each other to be better than we thought we could be. We go the extra step for our clients and partners, creating memorable experiences that enhance and grow our relationships. And we have a lot of fun along the way.

The **Director, Strategy and Innovation** will provide leadership and strategic direction focused on a consultative approach toward portfolio optimization, site selection/location strategies, business process improvement and the design of targeted key performance indicators (KPI's) for our clients. The successful candidate will exhibit a proven track record in leading multi-disciplinary teams and have the ability to develop and execute customized client engagements focused at solving complex business and real estate problems. This key position requires exceptional marketing, sales and business development skills to corporate and institutional clients and will have extensive experience in the sales and business development cycle for consulting engagements. The candidate must have substantial experience in having developed methodology and deliverables focused on real estate studies that require the development of complex market and financial analytical assessments. The ideal candidate must be a thought-leader in the CRE industry and will develop content to present at seminars as well as develop strategic position white papers.

### Location - Atlanta, GA

Although listed in Atlanta, GA the location of this position is flexible and can be in any major metropolitan area in the eastern, central, or mountain time zones.

### Key Responsibilities

In addition to overseeing brokerage responsibilities for its market; the successful candidate will be able to demonstrate core competencies in the following areas:

- Commercial real estate portfolio optimization and planning
- Site selection and location optimization studies
- Workplace strategy methodologies
- Labor analytics and key performance indicator development
- Business process improvement
- M&A Integration and consolidation studies
- Scenario and strategic planning methodologies
- Financial and market analysis
- Corporate real estate organizational design and client advisory
- Business case and cost benefit analysis
- Capital and operations expenditure forecasting and planning for corporate real estate portfolios
- Decision criteria development methodology utilized in facilitating complex business decision making

### **Requirements**

The successful candidate will possess the following required degrees, certificates or competencies:

- 10+ years of experience in real estate and/or management consulting
- Expert in Microsoft Office products and business intelligence platforms as well as IWMS and CAFM systems
- MBA or MS preferred
- BS or BA in economics, finance, accounting or a business planning degree preferred
- Training and experience in site selection methodology and incentive negotiation practice
- Training in process analysis including Lean Thinking and Six-Sigma methodologies a plus
- Experience working within a real estate advisory firm and/or management consulting firm
- Track record for having consulted on national multi-location tenant, regional or global real estate portfolios
- Exceptional oral, written and graphic presentation skills
- 20-30% travel required

### **Personal Characteristics**

The successful candidate will embody key attributes or characteristics in the following areas:

- Ability to work in a fast paced environment
- Multi-tasker leading and controlling multiple projects and tasks simultaneously
- A definite analytical and technical orientation rather than a social orientation
- High standards, high quality work is of utmost importance
- Structured, organized and efficient work expected of self and others
- Prone to big picture thinking, strategic decisions which are well thought out and analyzed
- Calculated risk-taker
- Communication is direct, candid and to the point
- Ability to lead teams or influence as needed to meet goals and deadlines

### **Compensation and Benefits**

Competitive salary and bonus including a full range of health benefits, vacation plan, 401K and other benefits are available.

Colliers International provides equal employment opportunity to all persons. No employee or applicant for employment will be discriminated against because of race, creed, origin, marital status, sexual orientation, age, otherwise qualified disabled or veteran status or any other characteristic protected by law.