

Director of Real Estate

CNP was founded in 1988 to serve the unique role of a local community development funding and support intermediary for community development corporations (CDCs). In 1991 and 1992, the New Village Corporation (NVC) and Village Capital Corporation (VCC) subsidiaries, respectively, were established to further real estate development and lending in the neighborhoods.

Near the end of 2021, CNP completed a strategic plan that refocused its efforts on the health of CDCs. The new mission is to *foster the equitable revitalization of neighborhoods throughout Cleveland by strengthening the community development ecosystem.*

Purpose

The Director of Real Estate will lead the real estate activities of CNP and the community development ecosystem to drive towards outcomes that achieve strategic goals around neighborhood equity in Cleveland.

That work will be accomplished through direct project management of CNP's real estate portfolio, which ranges from vacant land, new construction, historic preservation, and catalytic mixed-use projects in Cleveland's neighborhoods. Further, the Director of Real Estate may partner on neighborhood scale real estate projects to support capacity or add technical assistance.

Additionally, in partnership with CNP staff and external collaborators, the Director of Real Estate will develop a comprehensive strategy to rebuild real estate capacity in Cleveland's neighborhoods. This rebuilding might range from ensuring that every CDC has the capacity to develop a scope of work for home repair in their neighborhoods to a network of CDC CHDO's to execute larger housing and mixed-use projects to a city-wide acquisition rehab program. Along the way, it will be critical to develop a training regimen offered by CNP and providers like NDC and NeighborWorks to develop the real estate capacity of CDC staff.

This position works closely with and reports to the Senior Vice President of Equitable Neighborhood Revitalization.

Primary Responsibilities

- Manage NVC and CNP's real estate portfolio, ensuring staff and contract support for the day-to-day operations, including overseeing maintenance services, financial controls, and contractor expenses.
- Manage NVC and CNP's real estate development projects
- Develop and sustain real estate capacity across Cleveland's neighborhoods
- Serve as the primary interface with potential development partners in catalytic redevelopment projects
- Support the SVP for Equitable Neighborhood Revitalization on NVC Board reporting
- Participate in regional real estate collaboratives and provide thought-leadership efforts
- Provide timely and accurate analysis of project, programs, and reports as required

Preferred Qualifications

- A strong commitment to urban neighborhoods and equity
- Proven success in developing and executing real estate development strategies
- Working knowledge of real estate, contract, and governance law and processes with the City of Cleveland, Cuyahoga County, and the State of Ohio
- Ability to assemble and manipulate large property datasets
- Proficiency in data management and GIS
- Excellent written, verbal, and interpersonal skills
- Excellent project management skills
- Ability to translate dataset and geo-spatial analytics for applications to programs and policy

Apply

Interested applicants should provide a cover letter and resume to careers@clevelandnp.org. Salary range is \$65,000 - \$95,000.