

## **Chief Real Estate Officer**

**Department:** Executive

**FT/PT:** Full-Time

**Job Status:** Exempt

**Reports to:** President & CEO

### **OVERVIEW**

A popular year-round destination, Governors Island is a 172-acre island in the heart of New York Harbor located between Lower Manhattan and the Brooklyn waterfront. For almost two centuries, the Island was closed to the public, operating as a military base for the U.S. Army and, later, the Coast Guard. Today, an award-winning new park is complemented by dozens of unique historic buildings, educational and cultural facilities, a rich arts and culture program and a 22-acre National Monument managed by the National Park Service. Looking ahead, the long-term vision for Governors Island focuses on continuing to expand year-round public access by enlivening it with transformative public art and culture, extraordinary recreational and open space, and research and education dedicated to addressing the global climate crisis.

### **KEY RESPONSIBILITIES**

The Chief Real Estate Officer (CREO) acts as the primary strategist for the Trust's real estate development, leasing, planning, and capital project functions. The CREO is a key member of the senior leadership team at the Trust and oversees the Real Estate & Planning and Design & Construction departments. The CREO holds critical relationships with Island tenants, City Hall stakeholders, agency leadership, members of the Trust's Board of Directors, and other partners.

Working closely with the President, the CREO develops short- and long-term strategies for the development of the Island and its ongoing transformation into a year-round part of the City's fabric. The CREO oversees public-private development projects and leasing of assets consistent with the Island's mission, including adaptive reuse of historic buildings on the Island, expansion of the Island's infrastructure, and future ground-up development. A critical component of the role will be incorporating the Trust's ambitious sustainability and resiliency goals into capital projects, adaptive reuse, and new construction on the Island.

The CREO will join the team at an exciting time for Governors Island as it continues to grow as a resource for all New Yorkers. This work includes several key mission-oriented projects, including the development of the Center for Climate Solutions, a multi-tenant arts campus in Nolan Park, and implementation of projects that increase amenities for visitors and grow year-round use of the Island.

Other areas of responsibility:

- Oversees the Real Estate & Planning and Design & Construction departments, manages budgets, timelines, quality of deliverables and ensures high-performance.
- Guides future development plans and manages Requests for Proposals (RFPs) for the adaptive reuse of existing historic structures and new, ground-up development projects.
- Structures and negotiates leases with tenants for both ground-lease public-private partnerships and for space tenancies.
- Develops and executes key building and infrastructure (including utility and maritime) improvement projects on the Island, with a focus on sustainability and resiliency.
- Engages and oversees architects, engineers, consultants, construction managers, owner's representatives, and others to help plan and execute the Island's nine-figure capital plan.
- Oversees procurement for capital contracts and subcontracts, ensuring that all projects meet applicable standards and regulations.
- Plans for infrastructure to accommodate year-round public access to the Island, including new and expanded tenancy.
- Works with the Operations and Facilities and other teams to update and implement sustainability and resiliency plans.
- Manages and coordinates with the Trust's Finance Department to ensure budget conformance for capital projects and relevant portions of the operating budget.
- Liaises with the Chief Financial Officer and other departments to develop and update the Island's financial model and evaluate different scenarios.
- Coordinates with other senior staff on high-priority Island projects.
- In partnership with the President, works on Trust Board matters, particularly the Real Estate and Finance Committees.
- Serves as a key public face for Governors Island alongside the President/CEO, attending key dignitary meetings and tours, speaking on conferences and panels, and liaising with other City Administration leaders.

## **QUALIFICATIONS**

### **Education:**

Bachelor's degree (Master's preferred) in Business, Urban Planning, Real Estate, or other related specialization.

### **Experience:**

- 10-15 years' relevant public and private sector development experience, specifically including commercial, civic, educational, and/or mixed-use projects, and specifically including negotiation and financial analysis.

- 5+ years' experience in managing and leading capital projects or direct engagement with the construction management.
- 5+ years' experience in people leadership / management.
- Solid knowledge of budgeting, real estate finance, municipal budgeting, business development, and strategic planning.

**Skills and Abilities:**

- Civic-minded, with a strong commitment to advancing the Trust's mission.
- Leadership skills that foster collaborative and adaptable team cultures, including across departments and for the organization overall.
- Excellent interpersonal skills, including management of senior direct reports.
- Exceptional written and verbal communication skills with the ability to adapt communication depending on context and present information in an impactful manner.
- Strong decision-making capabilities with experience implementing policy decisions.
- Skilled negotiator.
- Understanding of public sector procurement, contract management, and budgeting.
- Creativity, energy, and enthusiasm.
- Valid driver's license.

**Salary Range:** \$205-220k

Excellent benefits package including medical, dental, vision, life insurance, and employer contribution to 403(b) plan along with generous paid time off allowances.

**Location & Schedule:** All positions are located on Governors Island. The position is in-office four days per week with one day per week work from home.

**TO APPLY**

We realize that not all applicants match 100% of the qualifications for a role. If you meet many but not all the criteria and feel you may be a good fit for this role, we encourage you to apply.

Please send a cover letter and resume as a single PDF document to [jobs@govisland.org](mailto:jobs@govisland.org) with "Chief Real Estate Officer" in the subject line. No phone calls please.

The Trust for Governors Island values the importance of inclusion, accessibility and a diverse pool of applicants. The Trust for Governors Island is an equal opportunity employer and does not discriminate on the basis of age, color, disability, genetic information, marital status, membership in an employee organization, military service,



national origin, parental status, political affiliation, race, religion, sex (including gender identity), sexual orientation, sexual and other reproductive health decisions, or other non-merit factor.

**ABOUT THE TRUST FOR GOVERNORS ISLAND**

The Trust for Governors Island (The Trust) is a nonprofit corporation created by the City of New York. It is responsible for the redevelopment and operation of 150 acres of Governors Island. The Trust's mission is to realize the full potential of Governors Island for the inspiration and enjoyment of all New Yorkers, demonstrating a bold vision for public space. For more information, visit [www.govisland.org](http://www.govisland.org)