

General Manager (Contract)

St. Catharines Municipal Development Corporation

About the St. Catharines Municipal Development Corporation:

The St. Catharines Municipal Development Corporation (STCMDC) is a strategic initiative by the City of St. Catharines aimed at optimizing the value of its surplus real estate assets to benefit the community. The STCMDC will enhance the city's ability to address urgent housing needs and foster sustainable urban growth. Operating under a Board of Directors chaired by the Mayor and supported by a senior leadership team, the STCMDC acts as a separate entity to streamline public-private partnerships and improve negotiations with the private sector. This separation from traditional municipal operations ensures transparency and mitigates conflicts of interest while enabling efficient project delivery aligned with Council's priorities. By strategically leveraging underutilized municipal assets, the STCMDC serves as a catalyst for community renewal and development, addressing housing demands and unlocking additional value for St. Catharines.

About the Role:

The STCMDC will work with private sector and non-profit partners to develop housing and mixed-use transit-oriented developments on surplus and under-utilized City of St. Catharines owned lands.

STCMDC's focus will be to deliver projects that address core community needs by optimizing underutilized municipal assets and leveraging partnerships and other funding opportunities. The mandate of the MDC will specifically be focused on three areas:

1. Unlocking municipal properties for housing development;
2. Supporting strategic long-term planning; and
3. Delivering public value.

The General Manager is responsible for the direction and control of the business for the Corporation. This includes, but is not limited to, effective and efficient operation of the business and affairs of the STCMDC, compliance with all legislative requirements, policies and by-laws, regular reporting to the Board of Directors on key performance indicators and development of partnerships and best practices to further the mandate of the STCMDC.

What You Will be Doing:

- Develops the STCMDC's annual business plan, budget, and multi-year strategic direction in collaboration with the Board of Directors (including the plan, mission, vision, values and objectives) and executes the approved direction.

- Leads the research, planning and feasibility studies related to the use, management and development of specific properties.
- Identifies and negotiates development, and partnership opportunities, and directs implementation activities.
- Negotiates the purchase, lease, and sale of land and buildings for the STCMDC and coordinates the necessary support activities (survey, appraisal, legal services) and prepares the necessary recommendations.
- Ensures that key performance indicators are established, monitors performance and regularly reports to the Board.
- Directs and oversees the Corporation on a day-to-day basis, and ensures efficiency, quality, service, and cost-effective management of resources.
- Corporate oversight through financial management skills in developing, implementing and monitoring operating and capital budgets.
- Ensures accurate and timely reporting to the Board of Directors on matters necessary to permit effective decision-making and accountability, and facilitates effective Board periodic and exception reporting to, and approvals sought from, the Shareholder.
- As directed by the Board, hires and appoints all employees (other than Officers) and agents of the Corporation, and ensures succession plans are in place to provide continuity of leadership for the future.
- Other duties as assigned.

These responsibilities outline the principal functions of the position and serve as a guiding vision for the role's impact and contribution.

About You:

Qualifications:

- A degree in a field related to Land Use Planning, such as Environmental Studies or Urban and Regional Planning, or the equivalent in education and experience.
- Seven (7) years progressive experience in real estate management, development and construction.
- Five (5) years supervisory or management experience.
- Certificates related to Public Policy, Business Administration, Economics, Project Management, Land Use Planning or Real Estate Development would be an asset.
- Recognized real estate appraisal designation would be an asset.
- Effective communication, facilitation, negotiation and conflict resolution skills.
- Demonstrated track record in building effective collaborations.
- Ability to manage diverse public and private stakeholders in an effort to successfully implement the mission, vision and goals of the Municipal Development Corporation.
- Demonstrated ability to formulate and implement long-term strategic plans, aligning organizational goals with the mission and vision.

- Excellent analytical and decision making skills to address complex challenges and make strategic decisions.
- Extensive knowledge of the policies, rules, legislation, standards and regulations governing housing strategy activities.

Competencies:

- Strategic Direction and Execution
- Leading Through Change
- Innovative Thinking
- Influential Leadership
- Negotiation Tactics
- Relationship Building
- Communicative
- Managing Risk
- Business Acumen and Financial Literacy
- Emotional Intelligence

Other Job Details:

This position is with the St. Catharines Municipal Development Corporation (STCMD).

Salary Range: \$108,945 - \$127,436

Position Type: Contract up to 3 years

Work Mode: Hybrid

Work Location: City Hall

Hours: 35 hours per week

Number of Openings: 1

Posted Date: October 11, 2024

Application Deadline: October 25, 2024

Additional Information:

To ensure fairness and efficiency in our recruitment process, we kindly request that all applications be submitted by email to hrreps@stcatharines.ca with the subject line '**Application for General Manager - St. Catharines Municipal Development Corporation**'. Applications received through other channels will not be considered.

Employment Equity, Inclusivity and Accommodation:

The St. Catharines Municipal Development Corporation is an equal opportunity employer committed to accommodating the needs of applicants under the Ontario Human Rights Code and the Accessibility for Ontarians with Disabilities Act (AODA). We encourage applicants to inform the Human Resources Division of any accessibility needs to ensure they are accommodated throughout the recruitment and selection process.