



# The Hudson Companies Incorporated

Position Available: Senior Project Manager (SPM) OR Development Director (DD)— Real Estate Development

CONTACT: info@hudsoninc.com. No phone calls please.

---

## ***About us:***

Hudson, founded in 1986, is an award-winning and industry leading residential and commercial developer, builder and owner. Hudson is committed to fostering and cultivating a culture of diversity and inclusion. Hudson is an equal opportunity employer that considers applications from all qualified individuals. We are a collaborative team guided by entrepreneurial vigor, civic spirit and deep expertise. We are fully integrated, having close affiliates that handle property management and general contracting construction services,

## ***Position Responsibilities:***

The selected candidate will become a critical member of the Hudson staff and will oversee several development projects in various phases from inception to completion. We are looking for an individual who is comfortable in an entrepreneurial and hands-on environment while carrying the maturity, sense of humor and organizational skills necessary to add value to the team.

The Senior PM/Development Director works closely with the in-house Design and Construction teams, as well as manages outside consultants and contractors. The SPM/DD will be a resource to Hudson and be expected to mentor at least one colleague who is in the early years of their careers.

Responsibilities will include:

- Manage project team, maintaining both big picture and detailed focus
- Manage multiple residential and mixed-use development projects, which may include new construction, preservation, affordable and market-rate developments
- Perform and maintain financial analyses and project underwriting
- Secure/requisition project capital
- Create development budget and track expenses
- Select and coordinate project architects, engineers, and other consultants alongside Hudson colleagues
- Manage closings, construction and permanent financings
- Review legal documentation and coordinate with outside counsel
- Manage zoning and tax issues including applications for abatements/ exemptions
- Contribute design/construction ideas and research cost-effective solutions
- Coordinate community outreach and publicity
- Manage marketing (e.g., development of sales/rental website, ad placement, marketing consultants)
- Maintain development schedule and coordinate project team
- Participate and help lead non-project company activities

## ***The next member of our team:***

We are seeking a SPM/DD candidate that possesses a passion for housing and community development, quantitative analysis experience, and strong leadership and communication skills.

- Candidates must have real estate project management experience with at least 5 years for SPM or 8 years for DD in a related field and experience with affordable housing finance programs
- Candidates should have leadership experience including managing other team members
- Candidates should be a creative problem-solver capable of fostering cordial and professional relationships with team members from diverse disciplines.
- Candidates should display meticulous attention to detail and high standards for work product



## **The Hudson Companies, Inc.**

- Candidates should possess professional presence, strong presentation and interpersonal skills, and an ability to communicate well at both an executive level and with diverse audiences; excellent listening skills; excellent writing ability
- Candidates must have a four-year college degree from an accredited institution, preferably in urban planning, architecture, engineering, public policy, finance or related field
- Candidates must be proficient using Microsoft Office software – specifically Excel and Word at a high level of competence.
- Having experience and knowledge of New York City neighborhoods and finance programs are required, including knowledge of City agencies such as HPD, HDC, EDC, DCP and DEP.

### ***Benefits:***

Hudson promotes a healthy work-life balance and supports its colleagues with a competitive benefits package including but not limited to:

- Medical, dental, vision and life insurance with several packages to choose from to fit the candidate's needs
- 401(k) match – dollar for dollar up to 5% of the candidate's salary
- Generous support of professional memberships where appropriate on a discretionary basis
- Partial phone reimbursement
- Professional development through Hudson's "Mentor, Manager and Guide" Program from Day One
- The projected base salary range will be \$150,000-\$225,000 depending on qualifications and experience

Please send a resume, a cover letter (not exceeding 3 paragraphs), and a writing sample discussing your interest in urban development (not exceeding 4 paragraphs) to the email address above.