



The Hudson Companies Incorporated

Position Available: 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 with over 5,000 units in our pipeline. 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 without regard to race, color, religion, gender, sexual identity, gender identity or expression, age, national origin, marital status, disability, veteran status or any other characteristic protected by applicable law. Hudson is a member of the Posse Career Program and the TEAK Fellowship Professional Advancement Program in an effort to create a workforce with a greater diversity of backgrounds, perspectives and talent.

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 Development Director works closely with the in-house Design and Construction teams, as well as manage outside consultants and contractors. The DD will also 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
- Develop and manage financial analyses
- Craft sustainability elements within each project
- Secure/requisition project capital
- Create budget and track expenses
- Select and coordinate consultants alongside Hudson colleagues
- Manage acquisition closings, construction and permanent financings
- Review legal documentation and coordinate with outside counsel
- Manage site during pre-development including site safety measures
- Manage zoning and tax issues including applications for abatements/ exemptions
- Contribute design/construction ideas and research cost-effective solutions
- Coordinate community stakeholder outreach and publicity
- Negotiate retail leases and manage tenant relations
- Serve as point-person with relevant elected officials
- Manage marketing (e.g., development of sales/rental website, ad placement, marketing consultants)
- Maintain development schedule and coordinate project team
- Advise the Executive Committee on relevant strategic decisions

The next member of our team:

We are seeking a 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 8 years in a related field
- Candidates should be a creative problem-solver capable of fostering cordial and professional relationships with team members from diverse disciplines.



The Hudson Companies, Inc.

- 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 in real estate development and knowledge of New York City neighborhoods are not necessary but are a plus.
- Those candidates with a graduate degree in a relevant field may apply those years of study to the minimum experience requirement.

Hudson and its affiliates maintain a 100% vaccinated office environment against COVID-19.

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. Applications accepted on a rolling basis. www.hudsoninc.com | @thehudsoncos