



**Strengthening  
nonprofits and  
the communities  
they serve.**

*Sharing a mission of change*

**Illinois**

333 South Wabash Ave.  
Suite 2800  
Chicago, IL 60604  
312 629 0060

**Indiana**

One Indiana Square  
211 North Pennsylvania St.  
Suite 2375  
Indianapolis, IN 46204  
317 860 6900

**Michigan**

3011 West Grand Blvd.  
Suite 1715  
Detroit, MI 48202  
313 309 7825

**Missouri**

911 Washington Ave.  
Suite 203  
St. Louis, MO 63101  
314 588 8840

3105 Gillham Road  
Suite 200  
Kansas City, MO 64109  
816 335 4200

**Ohio**

500 South Front St.  
Suite 125  
Columbus, OH 43215  
614 484 1811

**Wisconsin**

215 North Water St.  
Suite 225  
Milwaukee, WI 53202  
414 563 1100

**IFF**

**Position Description**

<b>Title:</b>	Senior Owner’s Representative – Michigan
<b>Reports to:</b>	Director of Real Estate Solutions – Michigan
<b>Department:</b>	Real Estate Solutions
<b>Department Purpose:</b>	The Real Estate Solutions Department provides a wide range of real estate consulting and development services to help assist nonprofits with the planning, design, and construction of facilities, including project financial feasibility, facility condition assessment, site search and due diligence for property development, and owner’s representative services both internally and externally. RES collaborates with broader IFF cross-function, programmatic efforts to build nonprofit capacity in targeted sectors and mission-related initiatives.

**The Organization**

IFF improves the world by strengthening nonprofits and the communities they serve. As a mission-driven lender, real estate consultant, and developer, IFF helps communities thrive by creating opportunities for low-income communities and persons with disabilities. Key to our success has been a deep sense of purpose, a broad perspective, and a relentless focus on achieving positive results. Across the Midwest, we help clients from every sector, including human service agencies, health centers, schools, affordable housing developers, and grocery stores. Staff contributes its extensive business experience with an unrivaled connection to the mission of IFF and the nonprofit clients it serves.



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IFF is looking for candidates with a commitment to the work it does and can demonstrate their creativity, detail-orientation, diligence, efficiency, enthusiasm, flexibility, organization, thoughtfulness, and sense of humor.

Our staff of nearly 100 professionals works from our Chicago headquarters, and we also serve the Midwest from six regional offices: Indianapolis, IN; Detroit, MI; Kansas City, MO; St. Louis, MO; Columbus, OH; and Milwaukee, WI.

### **Basic Job Function**

The Senior Owner's Representative (SOR) works on many real estate projects simultaneously, serving as project team lead on projects, supporting the work of the Director of Real Estate Solutions-Michigan, other RES staff, and lead developer staff in the Social Impact Accelerator, and participating in planning on cross-departmental or department-wide projects. SORs advise IFF clients to meet their project goals from a perspective of maintaining relationships built on trust. Work includes conducting site visits and analyses on potential buildings for clients; conducting facilities assessments and providing analyses of facilities; taking an active role in managing the design process on construction projects; managing all aspects of construction projects; and maintaining project accounting and reporting.

### **Duties and Responsibilities:**

1. Provides high-quality consulting services to ensure clients achieve their project goals within schedule and budget, placing equal emphasis on maintaining a trusted client relationship and delivering sound technical expertise.
2. Conducts comprehensive facility assessments by analyzing facility condition and estimating remaining life of major systems, evaluating facility and site suitability with client's program and other needs including licensing requirements, preparing cost estimates, and producing written and visual reports. These can be for existing client facilities or those targeted for purchase or lease.
3. Coordinates services of architects and engineers and other professionals in connection with the design phase of projects.



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- a. Ensures that such professionals are providing services according to the project criteria set, and the project schedule and budget.
  - b. When community stakeholder input is desired to promote equity in the design process, support selected design firm in achieving this client objective.
4. During the construction phase of assigned projects, coordinates all aspects of construction management ensuring that project goals and milestones are being met, and that client understands the overall process and context of decisions which they must make.
- a. Solicits bids from and secures various real estate professionals and vendors for work on projects. Evaluates and makes recommendations on bids and negotiates terms of works and approves hiring of vendors.
  - b. Coordinates pre-construction work associated with projects including securing construction estimates and any other work necessitated by the project.
  - c. Oversees securing permits for construction projects including meeting with government officials and addressing problems that arise to ensure permit is secured according to schedule.
  - d. Assists with the negotiation of construction contracts and architectural contracts for construction projects.
  - e. Reviews architectural plans, construction drawings and performance specifications for accuracy; identifies areas for costs savings and works with architects to produce plans that meet clients' budgets.
  - f. Manages relationships with contractor and architect during construction, attends construction meetings, reviews and keeps track of shop drawing submittals, reviews and



- approves change orders, and works toward resolving construction-related disputes that arise.
- g. Manages and tracks all construction-related accounting (including construction escrows) to ensure that project stays within budget.
  - h. Assesses the status of projects against their plan and schedule, identifies actual or potential problems, and facilitates and guides solutions to ensure that the projects are completed as planned.
  - i. Keeps management team and Project Team Leader apprised of progress through regular updates or meetings.
5. Assists other Project Team Leaders as a Project Team Member in a supporting capacity and carries out duties as assigned by the Project Team Leader.
  6. Develops and improves systems and procedures for construction management within RES and trains other RES staff in these systems and procedures.
  7. Makes presentations to and facilitates meetings with clients, represents IFF at meetings, presentations and events, and prepares written materials on projects for other IFF departments as needed.

**Performance Measures:**

1. In the role as Project Team Leader, clients and Project Team Members are satisfied with how the project was organized and managed and the project's outcomes; in the role as Project Team Member, Project Team Leaders are satisfied with work on the project.
2. Successful completion of assigned projects according to goals set for each project, the project budget and schedule, and the RES department's policies and procedures. Completed projects meet quality standards.



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3. Good working relationships with architects, contractors and other professionals as a result of work on projects.
4. Achieve and maintain the highest quality of work product and level of excellence for both internal and external clients.
5. Internal and external meetings are facilitated in an organized way and are meaningful to the participants. Outcomes of these meetings are analyzed and well presented.
6. Continually seek to achieve efficiency and other improvements in all operations.
7. Achieve and maintain a superior level of satisfaction and working relationship with all internal and external clients, partners and team members in the development and execution of contract and project efforts.
8. Cultivates a culture of openness in information sharing. Encourages open communication, cooperation, and the sharing of knowledge.
9. Models personal accountability that promotes ownership and engagement.
10. Written reports are complete, accurate and clear and follow policies and procedures.
11. Oral presentations are clear, well organized, comprehensive and persuasive. Appropriate supporting material and visual aids are well utilized and enhance the presentation.
12. Values and supports differences in others, contributing to an inclusive work environment. Demonstrates the ability and willingness to communicate effectively with people of diverse backgrounds and experiences to create a collaborative, collegial, and caring community.
13. Add a sentence about utilizing IFF data systems fully, timely, and per



protocol.

**Position Qualifications:**

Education: Bachelor's Degree required, preferably in architecture, engineering, construction management or urban planning or studies. Advanced degree in real estate, architecture, construction management, engineering or planning preferred.

Previous Experience: At least five years of experience in architecture, engineering, construction management, facilities management, or real estate development required.

Special Knowledge & Skills:

1. Direct experience with real estate development projects.
2. Direct construction management experience.
3. Analytical and strategic skills; ability to plan, manage, and implement multiple projects.
4. Ability to plan and implement complex projects.
5. Demonstrated knowledge and understanding of construction practices and terminology.
6. Demonstrated ability to read and understand architectural plans and drawings.
7. Demonstrated knowledge of a wide variety of construction materials, products and systems.
8. Experience working with clients.
9. Experience working with a team charged with implementing and completing multi-faceted projects.
10. Ability to learn and use a wide variety of computer software related to



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project management, including word processing, data programs, spreadsheets and project management packages.

11. Ability to work with a wide variety of people in urban neighborhoods, suburbs and throughout the state.
12. Good communication (oral and written) and interpersonal skills.

Unusual Requirements: Travel is required. The Senior Owner's Representative may be required to work in Chicago and travel to any of the IFF Real Estate Solutions, offices to support the Real Estate Solutions staff working in those markets. The Senior Owner's Representative will visit abandoned buildings and vacant lots and inspect them fully, and inspect construction project sites. Occasional evening and weekend work may be required.

**Application Instructions:** Please submit a cover letter, resume and salary requirements to [careers@iff.org](mailto:careers@iff.org) with "Senior Owner's Representative" in the subject line.

*IFF values equity, diversity and inclusion as part of its mission to strengthen nonprofits and the communities they serve. IFF is an equal opportunity employer.*