



**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

4177 Broadway Blvd.  
Suite 100  
Kansas City, MO 64111  
816 335 4200

**Ohio**

172 E. State St.  
Suite 203  
Columbus, OH 43215  
614 484 1811

**Wisconsin**

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

**Position Description**

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**Title:** Senior Owner’s Representative (Indiana)

**Reports to:** Director of Indiana Real Estate Solutions - Indiana & Louisville

**Department:** Real Estate Solutions (RES)

**Department Function:** The Real Estate Solutions Department provides a wide range of real estate consulting and development services to assist nonprofits with the planning, design, and construction of facilities, including project financial feasibility, facility condition assessments, site search and due diligence for property development, and owner’s representative services. RES collaborates with broader IFF cross-function, programmatic efforts to build nonprofit capacity in targeted sectors and mission-related initiatives.

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**The Organization**

IFF is a mission-driven lender, real estate consultant, and developer that helps communities thrive. 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 healthy food grocery operators. Staff contribute extensive business experience and an unrivaled connection to the mission of IFF to the clients we serve.

IFF is looking for candidates with a commitment to the work we do who can demonstrate their creativity, diligence, enthusiasm, growth-mindset, thoughtfulness, and passion to make meaningful change in the areas of economic and racial justice.



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Our staff of over 100 professionals works from our Chicago headquarters and six regional offices: Indianapolis, IN; Detroit, MI; Kansas City, MO; St. Louis, MO; Columbus, OH; and Milwaukee, WI with Grand Rapids, MI, and Cleveland, OH, offices opening in 2021.

### **Basic Job Function**

The Senior Owner's Representative (SOR) for Indiana & Louisville, KY will lead facility design and construction phases on behalf of our nonprofit clients for their renovation and new construction projects. The SOR will also conduct facility assessments and provide analyses of facilities, manage client relationships in a solutions-based, trusted advisor approach to work, and proactively manage work associated with the construction and building analysis of other RES projects. The SOR will work on several real estate projects simultaneously; directly coordinating and managing small- to large-sized projects. The SOR will serve as the project lead internally to other RES staff, departments and initiatives as assigned. Additionally, the SOR will collaborate with Project Teams under the supervision of the Director of Real Estate Solutions, and in close connection with the Director of Consulting for Design and Construction to further IFF's mission in the Indiana market.

### **Job Duties and Responsibilities:**

1. Conducts site visits of buildings for potential lease or purchase by clients, assesses buildings and their systems for suitability for client's intended purpose, and provides analyses of such buildings for Project Team Leaders.
2. Conducts facilities assessments of clients' existing facilities according to the policies and procedures of the RES Department, assesses facilities' major systems, layout, structure and suitability for program purposes, analyzes data collected through facilities assessments, and provides written and visual recommendations, including cost projections, for modifications or improvements to Project Team Leaders.
3. Coordinates services of architects and engineers and other professionals in connection with the design phase of projects. Ensures that such professionals are providing services according to the project criteria set, and the project schedule and budget.



4. During the construction phase of assigned RES projects, coordinates all aspects of construction management ensuring that project goals and milestones are being met.
  - 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 due diligence and design services, 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.





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12. Maintains required job knowledge and skills and core professional competencies. Attends and participates in required educational programs and staff meetings.
13. Performs other duties as assigned.

**Performance Measures:**

1. 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.
2. Build and maintain effective working relationships with colleagues, architects, contractors and other professionals and obtains a high level of colleague satisfaction with respect to work performed.
3. Achieve and maintain the highest quality of work product and level of excellence for both internal and external clients.
4. 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.
5. Continually seek to achieve efficiency and other improvements in all operations.
6. 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.
7. Written reports are complete, accurate and clear and follow policies and procedures.



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8. Oral presentations are clear, well organized, comprehensive and persuasive. Appropriate supporting material and visual aids are well utilized and enhance the presentation.
9. 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.
10. In the role as Project Team Leader, 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.
11. Cultivates a culture of openness in information sharing. Encourages open communication, cooperation, and the sharing of information.
12. Models personal accountability that promotes ownership and engagement.
13. High level satisfaction with both internal colleagues and external contacts.

**Position Qualifications:**

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

Previous Experience: At least five years' 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.



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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 project management, including word processing, data programs, spreadsheet and project management packages.
11. Ability to work with a wide variety of people in Chicago 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 throughout the state of Indiana and Louisville, KY and travel to any of the IFF Real Estate Solutions, six real estate offices to support the Real Estate Solutions staff working in those markets. The SOR will visit abandoned buildings and vacant lots and inspect them fully, and inspect construction project sites. Occasional evening and weekend work may be required.



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**Application Instructions:** Please submit a cover letter, resume and salary requirements to [careers@iff.org](mailto:careers@iff.org) with “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.*