



Land Acquisition Professional

Pacific Lifestyle Homes--a growing regional homebuilder-- seeks an experienced, skilled **Land Acquisition Professional** to identify and facilitate land purchases in support of strategic homebuilding goals. PLH is located in Vancouver, WA (approximately 30 minutes from Portland, OR). This position reports directly to the Company President.

We are looking for a team member who is energetic, results-oriented, resourceful and organized. An ideal candidate thrives on making positive contributions to Company goals while exemplifying our core values including: Integrity, Respect, Teamwork, Accountability, Candor and Humility. This opportunity is open as a result of continued Company growth.

Our Company culture is team-oriented, supportive and customer-centered. PLH employees take great pride in their work and have a genuine enthusiasm for seeing customers' dreams realized. Please see our website for additional information: www.pacificlifestylehomes.com **We offer a competitive compensation package including benefits. This position is eligible for profit sharing.**

Responsibilities include:

- Identification of properties for purchase to include finished lots and unimproved land
- Conducting research to analyze value and marketability of land for housing purposes
- Creating and analyzing budgets and proformas
- Proactive outreach to land owners including mailers and meetings to identify land acquisition opportunities
- Negotiating land agreements/purchases that fit Company objectives; document by producing complete, accurate written agreements
- Securing permitting and other requirements for property development
- Managing entitlement and development process to create lots
- Developing positive business relationships with strategic partners including developers, land owners, public agencies and realtors

Desired Knowledge, Skills, and Abilities:

- 3-5 years sales, business negotiations or land acquisition experience in residential real estate
- Bachelor's degree in business/sales or similar field or Associates degree with equivalent experience
- Self-motivated--energetic, driven and results-oriented
- Charismatic, but genuine; easily builds trust and credibility
- Demonstrated negotiation skills and results
- Knowledge of utility and developmental review departments
- Creative and proactive problem solver; logical decision-making abilities
- Exceptional interpersonal and verbal/written communication skills
- Strong organizational skills; reliable, follows through
- Demonstrated ability to work well as part of a team
- Flexible and adaptable to change
- Responsible and professional with strong work ethic, integrity, and reliability
- Continuous learner; demonstrates desire and ability to gain knowledge; open to coaching and continuous improvement
- Capable in use of computer software to include Word, Outlook, and Excel

Reference check, background check and a pre-employment drug screen may be required as part of our hiring process.

For consideration, please forward:

- 1) A completed ****Career History Form (Application)** found at the following link:

<https://ts.tgsnapshot.com/signup.cfm?DL=5268>

****Note: To be considered, a Career History Form must be completed.**

- 2) Upload your **résumé and cover letter** including compensation requirements.

If you have any questions about the application process, inquire via email with our recruiter at: LAND@TJandassociates.com **We are proud to be an Equal Opportunity Employer.**