



**Garrette Custom Homes**--a growing regional homebuilder-- seeks an experienced, professional **Land Acquisition Specialist** to identify and facilitate land purchases in support of strategic homebuilding goals. GCH is located in Tacoma, WA. 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. GCH 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.gchpugetsound.com](http://www.gchpugetsound.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 (on a minimal basis)
- 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://pacificlifestylehomes.topgradingonline.com/job\\_openings/land-acquisition-specialist?utm\\_campaign=direct\\_links&utm\\_medium=job-boards&utm\\_source=land-acquisition-specialist](https://pacificlifestylehomes.topgradingonline.com/job_openings/land-acquisition-specialist?utm_campaign=direct_links&utm_medium=job-boards&utm_source=land-acquisition-specialist)  
**\*\*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: [GCHLAND@TJandassociates.com](mailto:GCHLAND@TJandassociates.com)

**We are proud to be an Equal Opportunity Employer.**