



Land Acquisition Specialist

Pacific Lifestyle Homes -- a growing regional homebuilder-- seeks an experienced, professional Land Acquisition Specialist. This position's core function is to identify and facilitate land purchases to fulfill goals and strategic plans -- for both Pacific Lifestyle Homes and sister Company-- Garrette Custom Homes. Our office is located in beautiful **Vancouver, WA** (approximately 30 minutes from Portland, OR).

An ideal candidate enjoys a challenge and thrives on making positive contributions to Company goals while exemplifying our core values including: **Integrity, Respect, Teamwork, Accountability, Candor** and **Humility**.

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.

To learn more, please see our website: www.pacificlifestylehomes.com

For additional information about **PLH's Company Culture**, we invite you to view the video at the following link:

<https://youtu.be/2sNbXsz8D8c>

This is a full-time position with a competitive compensation package that includes benefits and bonus opportunities; this role is also eligible for profit sharing. The Land Acquisition Specialist reports directly to the Land Acquisition Manager.

Responsibilities include:

- Develop and cultivate positive business relationships with strategic partners including developers, land owners, public agencies and realtors
- Identify properties for purchase including finished lots and unimproved land
- Proactively communicate with land owners to identify land acquisition opportunities
- Analyze value and marketability of land for residential construction
- Prepare preliminary budgets for acreage sites and community lots
- Collaborate with Land Acquisition team members as requested to complete strategic projects and initiatives
- Negotiate land agreements/purchases that fit Company objectives; document by producing complete, accurate written agreements

Desired Knowledge, Skills and Abilities:

- Bachelor's degree in business/sales or similar field preferred--or Associates degree with equivalent work experience.
- 3-5 years sales, business negotiations or land acquisition experience. Residential real estate industry experience is preferred but not required. Mortgage, title, and/or escrow experience is desirable.
- Knowledge of utility and developmental review departments is desirable.
- Familiarity with contracts, building codes, land use, storm water and land development is useful.
- Enjoys conducting research to gather information and identify solutions
- Responsible with strong work ethic, integrity, and reliability; positive contributor to team culture.
- Organized and detail-oriented; effective follow through.
- Exceptional communication and project management skills.
- Past use of Microsoft Office programs including Excel, Word and Outlook.
- Experience with real estate software used for market analysis is preferred.
- Reliable vehicle with valid driver's license.
- Willingness to travel in Oregon and Washington; mileage reimbursed.

Hiring process steps include a pre-employment drug test and background check.

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-vancouver?utm_campaign=direct_links&utm_medium=job-boards&utm_source=

NOTE: To be considered, the Career History Form must be completed.

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

If you have questions about the application process, inquire via email with our recruiter at:
PLHGCHLand@TJandassociates.com

We are proud to be an Equal Opportunity Employer.