

Designation	Development Manager
Department	Finance Tourism, Real estate & Antiquities Development Sub fund
Reporting To	CEO
Location	Cairo, Egypt

The Sovereign Fund of Egypt (TSFE) is dedicated to driving sustainable economic growth by managing a diverse portfolio of assets and investments. We are now seeking a dynamic and self-motivated Development Manager to join our team and contribute to our ongoing success.

Roles & Responsibilities

- Develop and implement real estate strategies that are aligned with the company's business goals.
- Conduct market research and feasibility studies to identify opportunities for new development projects.
- Oversee all aspects of project development, from land acquisition and due diligence through construction and completion.
- Manage budgets, schedules, and contracts throughout the development process.
- Negotiate with government agencies, landowners, and other stakeholders to secure approvals and permits.
- Hire and manage architects, engineers, and other consultants as needed.
- Coordinate with sales and marketing teams to ensure timely completion of projects and handover to customers.
- Monitor post-completion performance of developments and take corrective action as necessary.
- Prepare regular reports on the progress of development projects for senior management.
- Stay abreast of industry trends and best practices to ensure that the company's developments are at the forefront of the market.
- Identify potential joint venture partners and investors for new projects.
- Attending industry events and networking functions to generate leads and build relationships.

Required Skills and Qualifications

- Strong understanding of real estate market trends and financial analysis
- Excellent negotiation, communication, and presentation skills
- Project management experience

Project management: Project management skills can be an important skill for real estate development managers to have, as they often oversee the development of real estate projects. This can include managing the project team, overseeing the budget, and ensuring that the project is completed on time.

Budgeting and accounting: Real estate development managers oversee the financial aspects of a project, including the budget. They may be responsible for creating and maintaining a budget, which requires knowledge of accounting and financial tools. They may also be responsible for ensuring that the project is profitable and that the company is meeting its financial goals.

Marketing: A real estate development manager oversees the marketing of a project, including the development of a marketing strategy, the creation of marketing materials and the implementation of marketing campaigns. This requires knowledge of marketing techniques and strategies.

Negotiation: Real estate development managers often negotiate with clients, contractors and suppliers to ensure the project is completed on time and within budget. They may also negotiate with banks to secure financing for the project.

Communication: A real estate development manager communicates with many people throughout the course of their work. They may communicate with clients, contractors, suppliers, real estate agents and more. Effective communication skills can help a real estate development manager convey their ideas and messages to others

Education & Work Experience

- Bachelor's Degree, Real Estate, Business Administration, Finance, Urban Planning, Architecture, Civil Engineering, or a related field
- Master's Degree (Preferred)
- Real Estate Development: 5-10 years of experience in real estate development, including project management, site acquisition, and entitlements.
- Project Management: Experience in managing complex projects from inception to completion.
- Finance and Investment: Experience in financial analysis, budgeting, and funding for real estate projects.
- Construction Management: Familiarity with construction processes and timelines.

Interested candidates, please apply by sending your CV (mentioning the title of the position you are applying to in the email's subject), to TSFE's careers email below:

careers@sovfundegypt.com