

**We are currently seeking an enthusiastic and driven team player to join our Real Estate team in Montreal as  
Manager, Real Estate Development – Eastern Region.**

**In this role, YOU will responsible for:**

- Strengthens and grows business market shares with new and existing products through acquisition, strategic partnerships and product development.
- Analyzes & reviews assigned territory to optimize the profitability of current panel inventory by negotiating cost effective renewals and modifications or termination of poor agreements in a timely manner.
- Proactively identifies cost effective opportunities to improve the distribution of product in inventory based on the needs of customers.
- Builds and maintains healthy business partnerships with new and current business partners, through a personalized service approach to ensure successful acquisition of new business agreements and effective renewal of existing business agreements.
- Develops and maintains close relationships with landlords or municipal officers.
- Works in close collaboration with Operations both in the office and out in the field.

**YOU possess:**

1. Post secondary education in Business, Political Science or Urban Planning or an equivalent combination of education, training and experience.
2. A minimum of 3-5 years of direct work experience in a real estate/community development role, preferably within the media advertising industry.
3. Knowledge of the outdoor industry, government affairs and urban design are preferred.
4. Good understanding of municipal current and new regulations.
5. Experience in sales, including growth strategies, account development, business planning.
6. Strong communication and customer service skills with the ability to interact in a professional and effective manner with internal and external customers.
7. Solid negotiation and conflict resolution skills.
8. Proficient with MS Office - Word, Excel, Outlook and PowerPoint.
9. Must have valid driver's license.
10. Must be fluent in French & English.

Candidates are invited to submit their resume to Human Resources by fax at (416) 255-5714 or by e-mail at: [jobs@outfrontmedia.ca](mailto:jobs@outfrontmedia.ca).

*'OUTFRONT Media Canada LP is an equal opportunity employer and is committed to providing an inclusive, barrier-free recruitment and selection process and work environment. If you are contacted for a job opportunity, please advise Human Resources if you require an accommodation to participate in our recruitment process, we will work with you to meet your needs.'*