



ARMOUR GROUP

ESTABLISHED 1972

Leasing Manager

For over 50 years, The Armour Group Limited has been recognized as one of the leading real estate development companies in Atlantic Canada, dedicated to excellence in both commercial and residential real estate. The Armour Group is unique in its integration of concept, development, construction, and management of all assets internally. We take pride in creating vibrant communities and delivering exceptional service to our tenants.

The Armour Group is currently seeking a **Leasing Manager** to support its growing commercial leasing operations. Our growing portfolio includes the Queen's Marque District, The Westway Park corporate campus, and Historic Properties; among many others.

The Role: As our Leasing Manager, you will play a pivotal role in our leasing operations. Responsibilities will include:

- Leasing of an assigned portfolio of commercial, office, retail, and food & beverage properties.
- Participating in lease deals and negotiations to ensure an appropriate tenant mix and revenue optimization.
- Actively engaging in out-reach to potential clients and their brokers, presenting options, and negotiating terms.
- Leveraging our in-house legal department to produce associated paperwork.
- Liaising with and developing working relationships with commercial brokers to drive lead generation and information flow.
- Overseeing our database of leads, lease expirations, and prospects for future years and maintaining competitive market knowledge.
- Working closely with our property managers to ensure move ins are managed smoothly and that units ready for leasing are in a presentable condition.
- Liaising with our construction team to ensure proper "hand-off" of tenants from lease execution to final acceptance of premises.
- Provide updates and reporting metrics to senior leadership as requested.
- Working with other colleagues on your team to ensure effective representation of the Armour brand.
- Other similar and related duties as required from time to time.

Our Ideal candidate will have:

- Knowledge of commercial leasing and a passion for the industry.
- Strong interpersonal skills; ability to work closely with, develop and sustain working relationships with brokerage community, tenants, prospects and internal groups.
- A high level of attention to detail and strong ability to independently time manage in a fast-paced environment.

- Excellent negotiation skills.
- Superior critical thinking skills, with the ability to find creative solutions.

Why Join Us:

- Competitive compensation package with opportunities for growth.
- Performance bonus programs.
- RRSP Matching.
- Extended Health and dental benefits.
- Supportive and collaborative work environment.
- Opportunity to make a significant impact on our company's success and growth.
- Be part of a reputable company committed to excellence in real estate management.
- It will be fun.

How to Apply: Please submit your resume and a cover letter outlining your qualifications and interest in the position via hr@armourgroup.com. All qualified applicants will be considered; however, only those chosen for an interview will be contacted.

The Armour Group is an equal opportunity employer.