

Development Manager – Retail & Mixed-Use

About Raider Hill Advisors

Raider Hill Advisors is a real estate investment and advisory firm focused on retail and mixed-use real estate. The firm provides integrated expertise across investments, asset management, leasing, development, and capital markets, partnering with property owners, retailers, family offices, and institutional investors to create and execute real estate strategies.

Position Overview

Raider Hill Advisors is seeking a motivated, detail-oriented Development Manager to manage a key retailer account and lead public entitlement initiatives for retail and mixed-use real estate projects. This individual will serve as a primary point of contact for the client, coordinate internal and external project teams, and spearhead land use, zoning, and public approval processes from initial planning through entitlement.

The ideal candidate has 3–5 years of experience in retail or mixed-use real estate development, strong project management and communication skills, and the ability to navigate complex municipal approval processes. This is an opportunity for an entrepreneurial professional to take meaningful ownership of projects, work directly with senior leadership and clients, and contribute to a growing real estate investment and advisory platform.

Key Responsibilities

Retailer Account & Relationship Management

- Serve as a primary point of contact for a key retailer, managing day-to-day communications, project coordination, and ongoing needs of the engagement.
- Develop a thorough understanding of the client's real estate objectives, site requirements, development standards, and operational priorities.
- Coordinate with internal teams, landlord counterparties, third-party developers, consultants, brokers, and other stakeholders to advance projects and resolve issues.
- Track project milestones, deliverables, budgets, and outstanding items to ensure timely execution and clear accountability.
- Prepare project updates, presentations, status reports, and other materials for client and internal review.

Public Entitlements & Development

- Lead public entitlement efforts for retail and mixed-use development projects, including zoning applications, land use approvals, site plan reviews, variances, special permits, and public hearings, as applicable.
- Manage the preparation, submission, and tracking of municipal applications and related documentation.
- Coordinate with land use attorneys, consultants, and other project professionals.

- Engage with municipal planning and zoning departments, elected officials, boards, commissions, and other public stakeholders throughout the approval process.
- Develop and manage entitlement schedules, identify critical path items, and proactively address potential delays and project risks.
- Prepare for and participate in public hearings, community meetings, and other municipal proceedings as necessary.
- Evaluate zoning requirements, land use regulations, development constraints, and approval strategies to help determine project feasibility and inform development decisions.
- Maintain organized project files, application records, approval documents, and ongoing project reporting.

Project & Stakeholder Management

- Manage multiple projects and workstreams concurrently, balancing client needs, entitlement timelines, and internal priorities.
- Monitor project budgets, consultant scopes, schedules, and deliverables.
- Identify potential development challenges and recommend practical solutions to keep projects moving forward.
- Collaborate with Raider Hill's investment, leasing, asset management, and advisory teams to align development activities with broader business objectives.
- Provide regular updates to firm leadership on project status, key decisions, risks, and next steps.

Qualifications

- **Experience:** 3–5 years of relevant experience in retail or mixed-use real estate development, land use, entitlements, or a related field.
- **Entitlement knowledge:** Familiarity with zoning regulations, municipal approval processes, site plan applications, and public hearing procedures.
- **Project management:** Demonstrated ability to coordinate consultants, manage schedules, track deliverables, and move projects forward.
- **Communication:** Strong written, verbal, and interpersonal skills, with the ability to work effectively with clients, municipal officials, attorneys, consultants, and senior executives.
- **Organization:** Highly organized and detail-oriented, with the ability to manage multiple priorities and deadlines simultaneously.
- **Judgment and initiative:** A proactive, solutions-oriented approach and the confidence to take ownership of assignments with limited day-to-day supervision.



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- **Technical skills:** Proficiency in Microsoft Office, particularly Excel and PowerPoint; familiarity with project scheduling and real estate mapping or site plan tools is a plus.
- **Education:** Bachelor's degree required.

Preferred Attributes

- Experience working directly with national or regional retailers.
- Familiarity with retail site selection, site feasibility, lease coordination, and development execution.
- Experience coordinating zoning and land use applications in Connecticut or the broader New York metropolitan area.
- Established relationships with land use professionals, municipal consultants, or local government stakeholders.
- A commercial mindset and an understanding of how entitlement strategy, development costs, timing, and retailer requirements influence real estate value.

Location: Westport, Connecticut

Compensation: Competitive compensation commensurate with experience, including base salary, performance-based bonus potential, and a complete medical benefits offering.

*****Please submit your cover letter and resume in a single PDF to careers@raiderhill.com. Raider Hill will only be contacting applicants we intend to interview for the position.**