



Position Title: Senior Property Negotiator

Position Status: Full-Time Regular

Department: Procurement & Real Estate Services

Employee Group: Teamsters Local 31

Location: 4515 Central Boulevard, Burnaby

Salary Range/ Wage Rate: PG T29 \$3,785.23 - \$4,475.43 bi-weekly (2024 wage rates)

Our Procurement & Real Estate Services Department is seeking a Senior Property Negotiator who will be a leader within our growing team. The Senior Property Negotiator will lead a small team of Property Negotiators that will carry out a wide variety of transactions including the management, acquisition, and disposition of rights of way, fee simple lands, and other property interests. This position will participate in the creation and maintenance of the District's real estate strategies, continuous improvement projects, property and assignment database, and will play a key role in overseeing and guiding staff with operations of the Real Estate Services division.

You are: A real estate professional with strong leadership abilities; have significant experience in the negotiation of property rights; including complex property negotiations with sophisticated parties; project management of land acquisition projects; and supervising staff. You have a positive and enthusiastic attitude; enjoy being part of a lively and dynamic team; organized and detail-oriented; dependable and reliable; courteous and respectful; and personally invested in supporting others and guaranteeing satisfaction.

This role:

- Coordinates the development of large scale land acquisition projects (ie. statutory rights of way, licenses and leases); prepares appraisal and negotiation reports, feasibility studies, analyses and related recommendations relating to real estate, values and market conditions (ie. tenure considerations).
- Conducts appraisal of residential, commercial, industrial and agricultural land to be acquired for a variety of purposes (ie. in-house appraisals); gathers data from a variety of sources and carries out field inspections to supplement data obtained; determines market value of land (ie. commissions third party appraisals); meets with owners and their agents or representatives and negotiates the terms of acquisitions.

- Provides supervision and guidance to Property Negotiators, support staff and consultants assigned to the project; participates in selection and training of same; assists a superior in supervision, planning and coordinating staff, operations, and programs of the division.
- Attends meetings as required; defends, substantiates and explains valuations, findings and recommendations and provides advice and guidance relating to land policy, real property transactions and related matters (ie. prepares board reports).
- Performs related work as required.

To be successful, you have:

- Completion of the 12th grade and completion of a recognized real estate appraisal program, courses in negotiations, plus considerable related experience in real property appraisal, negotiation, property management, and expropriation work or an equivalent combination of training and experience.
- Certification as A.A.C.I., R.I.B.C., C.R.A., or equivalent.
- Considerable knowledge of the regulations, laws, acts, statutes and of the policies and objectives governing the work.
- Considerable knowledge of the principles, practices and procedures used in land appraisal and negotiation for the purchase, sale, rental, and property management of real estate, rights of way and other property interests.
- Sound knowledge of current property values, market trends, major civic or private development projects and their effects and influence on property values and of the methods, procedures, regulations, forms and documents used in conveyancing, real estate operations land registration and related transactions.
- Sound knowledge of the rules, regulations of Expropriation and by-laws relative to zoning, subdivision, site development, building permits and other legislation affecting real property.
- Ability to coordinate large development projects, to prepare feasibility studies, to analyze reports, and prepare recommendations.
- Ability to perform complex appraisal tasks and to negotiate with property owners and developers for the acquisition, expropriation, sale, and development of land.
- Ability to provide direction and guidance to Property Negotiators, support staff, and consultants, to participate in the selection and training of same, and to assist a superior in supervising, planning, and coordinating division operations and programs.
- Ability to provide advice and guidance relating to property policy, property transactions and related matters; to establish and maintain effective working relationships with a variety of internal and external contacts and to provide information and assistance to same on matters related to the work.
- Driver's Licence for the Province of British Columbia.

Our Vision:

Metro Vancouver embraces collaboration and innovation in providing sustainable regional services that contribute to a livable and resilient region and a healthy natural environment for current and future generations.

Metro Vancouver employees proudly serve the region and demonstrate the behaviours and attributes of six leadership competencies: Accountability, Adaptability, Building and Nurturing Relationships, Communication, Continuous Learning, and Strategic Thinking and Action.

At Metro Vancouver, we are committed to cultivating a diverse, safe, equitable, and inclusive work environment for all. We strive to attract and retain a talented, diverse workforce that is reflective of the region we serve. If an accommodation is required during the recruitment and selection process, please contact careers@metrovancover.org for support. Learn more about our commitments to diversity, equity, and inclusion [here](#).

Please follow this link <https://metrovancover.org/about-us/careers> to our Careers page where you can submit your application by December 11, 2025.