

Director of P3s and Special Projects (0238U) - 78592  
University of California, Berkeley

Direct Link: <https://www.AcademicKeys.com/r?job=257566>

Downloaded On: Jun. 27, 2025 3:21pm

Posted May 30, 2025, set to expire Jul. 1, 2025

**Job Title** Director of P3s and Special Projects (0238U) - 78592  
**Department** Capital Strategies  
**Institution** University of California, Berkeley  
Berkeley, California

**Date Posted** May 30, 2025

**Application Deadline** Open until filled  
**Position Start Date** Available immediately

**Job Categories** Director/Manager

**Academic Field(s)** Facilities Operations  
Development/Institutional Advancement

**Apply Online Here** <https://apptrkr.com/6262446>

**Apply By Email**

**Job Description**

Image not found or type unknown



**Director of P3s and Special Projects (0238U) - 78592**

### About Berkeley

At the University of California, Berkeley, we are dedicated to fostering a community where everyone feels welcome and can thrive. Our culture of openness, freedom and belonging make it a special place for students, faculty and staff.

As a world-leading institution, Berkeley is known for its academic and research excellence, public mission, diverse student body, and commitment to equity and social justice. Since our founding in

Director of P3s and Special Projects (0238U) - 78592  
University of California, Berkeley

Direct Link: <https://www.AcademicKeys.com/r?job=257566>

Downloaded On: Jun. 27, 2025 3:21pm

Posted May 30, 2025, set to expire Jul. 1, 2025

1868, we have driven innovation, creating global intellectual, economic and social value.

We are looking for applicants who reflect California's diversity and want to be part of an inclusive, equity-focused community that views education as a matter of social justice. Please consider whether your values align with our [Guiding Values and Principles](#), [Principles of Community](#), and [Strategic Plan](#).

At UC Berkeley, we believe that learning is a fundamental part of working, and provide space for [supportive colleague communities via numerous employee resource groups](#) (staff organizations). Our goal is for everyone on the Berkeley campus to feel supported and equipped to realize their full potential. We actively support this by providing all of our full-time staff employees with at least 80 hours (10 days) of paid time per year to engage in professional development activities. Find out more about how you can [grow your career](#) at UC Berkeley.

### Departmental Overview

Capital Strategies provides a full suite of planning, design, real estate, construction, and development services to UC Berkeley. Capital Strategies is part of the Administrative Division and includes real estate professionals, architects, planners, engineers, construction managers, and administrative specialists, working together to serve the campus community.

### Position Summary

The University is looking for a real estate professional to direct two distinct types of capital projects. The first type is Public-Private Partnerships (P3s). Typically, P3 projects require the University to contribute land to the partnership, while the private developer provides development expertise and working capital. The selected Director will be responsible for negotiating and executing P3 business terms that include, but are not limited to, entitlement risk, allowable private developer returns on investment, lease rates, profit sharing, vacancy risk, construction cost risk, University guarantees, ground lease price, financing risk, ROFO, ROFR, and partnership term. These business terms have significant financial impacts and risks to the University and must be negotiated prudently.

The second project type is one that is University-designed and -delivered, wherein project costs and schedules must be developed early, before detailed plans are available. The Director, working with the campus client(s), will be responsible for preparing cost estimates and schedules that meet the program needs. Acting in an Owner's Rep capacity, the Director will be expected to manage the project through the complete lifecycle of the project - from entitlement and stakeholder engagement, to permitting, and through construction and commissioning.

Director of P3s and Special Projects (0238U) - 78592  
University of California, Berkeley

Direct Link: <https://www.AcademicKeys.com/r?job=257566>

Downloaded On: Jun. 27, 2025 3:21pm

Posted May 30, 2025, set to expire Jul. 1, 2025

## Application Review Date

The First Review Date for this job is: 06/11/2025.

## Responsibilities

- Leads negotiating teams to achieve optimal P3 and real estate transaction results for the University consistent with policies and good business practices.
- Plans and directs transactions to fit within the University policy framework while still creatively structuring the transactions to achieve the desired results.
- Performs and manages the most complex real estate financial analyses.
- Uses expert techniques for property valuation, including discounted cash flow and development residual analysis to estimate value.
- Ensures adherence to policies and procedures for financing and debt issues, cultivates a great working relationship with UCOP Finance, and coordinates of Regents' agenda items.
- Resolves project issues requiring specialized knowledge and experience and is widely recognized by organizational staff for their expert knowledge in P3 agreements and student housing, commercial, and industrial development.
- Establishes project milestones and schedules, prepares cost estimates, functional studies, construction plans, specifications, and monitors for adherence to master-plans, budgets, and schedules.
- Develops and manages stakeholder management strategies, both on and off campus.
- Develops criteria and performance specifications required to meet unique operating requirements and building safety codes.
- Acts as liaison among participants and resolves problems or conflicts between budgets and operational needs
- Manages work of other managers and staff within the Capital Strategies department.
- Provides input and guidance to all UC locations and UCOP staff. Provides leadership and feedback to all UC locations in strategic planning and guidance on P3 real estate transaction best-practices.

## Required Qualifications

- Expert knowledge of real estate principles and practices, methods and procedures used in competitive real estate transactions, including value analysis and sources, selection techniques, applicable rules, regulations, laws, policies, guidelines and practices.
- Expert knowledge of real estate law, the California Public Contract Code and an expert in

**Director of P3s and Special Projects (0238U) - 78592**  
**University of California, Berkeley**

Direct Link: <https://www.AcademicKeys.com/r?job=257566>

Downloaded On: Jun. 27, 2025 3:21pm

Posted May 30, 2025, set to expire Jul. 1, 2025

understanding the University's Business and Finance Bulletins and other relevant rules, guidelines, policies and practices.

- Expert knowledge of and skills in business transactions in a complex legal and policy environment.
- Expert organizational, presentation and negotiation skills.
- Expert written, verbal and interpersonal communication skills, including expert ability to deal with broad and diverse constituencies with expert customer service orientation and skills.
- Expert listening and political acumen skills, and problem recognition, avoidance and resolution skills.
- Expert knowledge of design and construction, contract administration, and state building codes, including expert understanding of real estate and development industry practices.
- Expert project management skills to effectively manage highly complex projects and critical components of projects with a significant impact on the organization.
- Expert skill in building, maintaining, and nurturing strong professional relationships to achieve short- and long-range program implementation goals.
- Expert skill in advising and consulting with all levels of management, capital planning, budgeting, and construction professionals.
- Expert skill in promoting, advancing, and implementing P3 and student housing programs.
- Expert skills in Microsoft Project and Excel software.
- Bachelor's degree in related area and/or equivalent experience/training.

**Preferred Qualifications**

- Master's degree in Real Estate Development, Civil Engineering, Finance, Architecture, Urban Planning and/or equivalent experience/training.
- California Real Estate Salesperson's or Broker's license.

**Salary & Benefits**

For information on the comprehensive benefits package offered by the University, please visit the University of California's [Compensation & Benefits](#) website.

Under California law, the University of California, Berkeley is required to provide a reasonable estimate of the compensation range for this role and should not offer a salary outside of the range posted in this

Director of P3s and Special Projects (0238U) - 78592  
University of California, Berkeley

Direct Link: <https://www.AcademicKeys.com/r?job=257566>

Downloaded On: Jun. 27, 2025 3:21pm

Posted May 30, 2025, set to expire Jul. 1, 2025

job announcement. This range takes into account the wide range of factors that are considered in making compensation decisions including but not limited to experience, skills, knowledge, abilities, education, licensure and certifications, analysis of internal equity, and other business and organizational needs. It is not typical for an individual to be offered a salary at or near the top of the range for a position. Salary offers are determined based on final candidate qualifications and experience.

The budgeted annual salary range that the University reasonably expects to pay for this position is \$200,000.00 - \$225,000.00.

### How to Apply

- To apply, please submit your resume and cover letter.

### Other Information

- This is not a visa opportunity.
- This position is eligible for up to 40% remote work. Exact arrangements are determined in partnership with your supervisor to meet role responsibilities and department needs, and are subject to change.

### Conviction History Background

This is a designated position requiring fingerprinting and a background check due to the nature of the job responsibilities. Berkeley does hire people with conviction histories and reviews information received in the context of the job responsibilities. The University reserves the right to make employment contingent upon successful completion of the background check.

**SB 791 and AB 810 Misconduct Disclosure Requirement:** As a condition of employment, the final candidate who accepts a conditional offer of employment will be required to disclose if they have been subject to any final administrative or judicial decisions within the last seven years determining that they committed any misconduct; received notice of any allegations or are currently the subject of any administrative or disciplinary proceedings involving misconduct; have left a position after receiving notice of allegations or while under investigation in an administrative or disciplinary proceeding

Director of P3s and Special Projects (0238U) - 78592  
University of California, Berkeley

Direct Link: <https://www.AcademicKeys.com/r?job=257566>

Downloaded On: Jun. 27, 2025 3:21pm

Posted May 30, 2025, set to expire Jul. 1, 2025

involving misconduct; or have filed an appeal of a finding of misconduct with a previous employer.

"Misconduct" means any violation of the policies or laws governing conduct at the applicant's previous place of employment, including, but not limited to, violations of policies or laws prohibiting sexual harassment, sexual assault, or other forms of harassment, discrimination, dishonesty, or unethical conduct, as defined by the employer. For reference, below are UC's policies addressing some forms of misconduct:

[UC Sexual Violence and Sexual Harassment Policy](#)

[UC Anti-Discrimination Policy](#)

[Abusive Conduct in the Workplace](#)

### **Equal Employment Opportunity**

The University of California is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, age, protected veteran status, or other protected status under state or federal law.

### **Referral Source info**

This job is part of the Employee Referral Program. If a UC Berkeley employee is referring you, please ensure you select the **Referral Source** of "UCB Employee". Then enter the **Employee's Name** and **Berkeley E-mail** address in the **Specific Referral Source** field. Please enter only one name and email.

**To apply, visit**

[https://careerspub.universityofcalifornia.edu/psc/ucb/EMPLOYEE/HRMS/c/HRS\\_HRAM\\_FL.HRS.CG\\_S](https://careerspub.universityofcalifornia.edu/psc/ucb/EMPLOYEE/HRMS/c/HRS_HRAM_FL.HRS.CG_S)

### **Contact Information**

Please reference Academickeys in your cover letter when applying for or inquiring about this job announcement.

Director of P3s and Special Projects (0238U) - 78592  
University of California, Berkeley

Direct Link: <https://www.AcademicKeys.com/r?job=257566>

Downloaded On: Jun. 27, 2025 3:21pm

Posted May 30, 2025, set to expire Jul. 1, 2025

**Contact**

N/A

University of California, Berkeley

,