



SUMMER INTERNSHIP PROGRAM

JUNE 5 - JULY 28, 2017

Our Culture

At DLC Management Corp. we are real estate entrepreneurs who are committed to making retail places better for all of our stakeholders. We do this by practicing what we call #success. A credo that DLC defines as "working together to create a personally rewarding, productive, respectful, profitable, thoroughly enjoyable place to work with a company that seeks to maximize growth and profitability." Successful candidates will embrace and embody this culture and this drive for successful outcomes.

Our Company

DLC Management Corp., one of the nation's leading privately held retail real estate companies, is actively seeking qualified interns to fill various positions for its growing company. Since its inception in 1991, the company has established itself as one of the premier owner/operators of shopping centers in the U.S. with a portfolio of over 17 million square feet.

Your #Success Starts Here

When work skills, education, and life lessons merge, the result creates an opportunity to exceed expectations and facilitates personal satisfaction. Our internship program is a place where students have an opportunity to explore the retail real estate industry while being fully integrated into DLC Management's **#success** culture. The internship program is an opportunity for today's future leaders to discover the complex dynamics of the retail real estate industry while playing an active role in our day-to-day operations, and as shopping center leaders we can learn from the fresh ideas of the next generation in retail.



Kendal Hand
Junior Leasing Representative

In 2016 I was able to be a part of DLC's very first leasing internship program. Throughout the internship I felt that I was a valued contributor to the leasing team and that my work was key to the department's success. The team made me feel welcomed and appreciated. I enjoyed the hands on approach of being taken on the road to go canvassing and interacting with the retailers and properties.

My biggest achievement at DLC was working hard enough to be hired by the end of my internship. This taught me that hard work is respected and rewarded at DLC.

// Randhurst Village
Mount Prospect, IL

Ever wonder how that new Starbucks ended up in the shopping center around the corner?

Have you ever thought about who actually convinced your favorite restaurant/bar to open in that particular location?

// Midtown Center
Milwaukee, WI



Welcome to the Exciting World of Retail Shopping Center Leasing!



As retail leasing professionals, we spend every day recruiting and negotiating with best-in-class retailers and restaurants to become tenants in our shopping centers. We are looking for a couple of driven and outgoing individuals to join DLC's Summer Internship Program. If you are interested in learning more about becoming a part of this fast paced industry, we'd love to hear from you!

If you've never given much thought into how your favorite stores and restaurants end up at your local shopping center or mall don't worry... you're not alone. Many people are completely unaware that there is a booming industry dedicated to this cause. Large anchor stores such as Walmart, Target and Bed Bath & Beyond to local mom and pop pizzerias are all looking for the best place to open their new business. They're searching for a location where the demand is high, access is easy and where there's a void in the market for their particular product or service. That's where we come in.

Success in retail real estate is dependent upon constantly creating win/win situations with the retailer. As an owner/operator of all sorts of retail destinations, DLC Management Corp. sets the standard in helping business owners live out their dreams of opening their new stores.

What To Expect

The DLC Summer Internship Program provides mentoring and learning opportunities to help you develop your skills, network with DLC employees, and learn more about what it's like to work in the retail real estate industry.

Orientation:

Your involvement begins with an introduction to the company. During Orientation you'll learn more about DLC, meet other employees, and find out how to make the best of your internship.

Professional Development:

You'll have the opportunity to roll up your sleeves and participate in the lease process helping you to develop communication/ presentation skills as well as learning valuable networking skills and real estate techniques.

Mentorship:

You'll have the opportunity to partner with a seasoned leasing mentor on a daily basis and in addition you'll engage with DLC executives and employees about the different divisions and departments within DLC, their experiences at the company, and their current roles.

Networking Opportunities:

While you're at DLC there will be many opportunities for you to network with retailers, fellow interns, and other leasing professionals.

// Leasing Intern – Retail Real Estate

A full-time paid internship. Program runs from June 5th 2017 - July 28th 2017 in our New York and Atlanta offices.

Responsibilities:

Learn the fundamentals of retail real estate and strategies that retailers use in site selection of shopping centers

Learn the different vernacular in commercial real estate

Assist with incoming leasing inquiries and sourcing/developing leads

Assist in identifying prospective tenants and presenting leasing opportunities

Show available spaces to potential tenants

Assist in negotiating new lease proposals and lease renewals

Participate in planning and implementation of direct marketing campaigns

Assist in maintaining market awareness: prospective tenants, competing shopping centers, market rents and trends

Capstone project: interns will be asked to develop and present a well thought out business/leasing plan for a shopping center to the DLC Leasing Team. The capstone project is an opportunity for interns to take skills and experience gain during the 8-week program and apply them in a real world setting, with the end result having the possibility of implementation.

Requirements:

Rising Junior or Senior pursuing his/her bachelor's degree

Excellent selling and interpersonal communication skills

Ability to travel (access to a car is preferred; regional & national travel expenses paid by company)

Must be a motivated self-starter

Strong computer skills

How to apply: Submit cover letter and resume to leasing@dlcmgmt.com

Deadline to apply: April 14, 2017

For More Information

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dlcmgmt.com/careers