



Summer Internship Program

June 3 - July 26, 2019

Our Culture

We are a growing best in class team of real estate entrepreneurs that empowers, enriches and measures human potential to unlock value at our properties. We do this by practicing #SUCCESS: working together to create a personally rewarding, productive, respectful, profitable and enjoyable place to work.

DLC Management Corp. is a certified Great Place to Work. This designation was granted based on employee feedback and places us in an elite tier above the average workplace. At DLC, Human Capital is our main focus and our employees are the single most important asset to the Company since we know it's the people who make the difference. For an inside look into our company culture, check out: <https://youtu.be/Oi7bziPlkB0>

Our Company

DLC Management Corp. is a commercial real estate company that owns, operates and manages millions of square feet of retail shopping centers. Ever wonder how that new Starbucks ended up in the shopping center around the corner? That's what we do! We foster strategic relationships with our tenants, communities, partners and investors to create value add for our centers.

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 3rd 2019 - July 26th 2019 in our New York 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 jklein@dlcmgmt.com

Deadline to apply: April 30th, 2019

For More Information

Jillian Klein
914.304.5685
jklein@dlcmgmt.com
dlcmgmt.com/careers

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 Leasing Associate

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.



Hannah Coyman Leasing Associate

I was an intern for the 2017 leasing internship program at DLC. The internship provided me an opportunity to learn about leasing, as well as related aspects within the commercial real estate industry. The approachable and outgoing employees made me feel comfortable to ask questions and grow as an individual. The value of applying learned material in the field after learning principles in the office greatly contributed to gaining real world experience through application. I am beyond ecstatic to work at DLC and contribute to their #success.

Josh Dreyer Leasing Associate

I had the opportunity to Intern at DLC in the Summer of 2018 where I got a great introduction into retail leasing. This internship afforded me the opportunity to travel, attend industry conferences, network with other real estate professionals and work on my very own property. Not only did I have a hands on internship experience, but I also learned invaluable business skills that I can apply to my daily life.

After I completed the internship, I was happy to receive an offer for a full time Leasing Associate position. I am excited to apply everything I learned over the summer and start providing value to the company.

