

Let's Talk Business

For Ted Rogers School Students

These reports describe industry sectors and career paths of interest to Ted Rogers School of Management students and alumni. Each report leverages BCH employment data and the expertise of our staff. This collaborative effort engages staff, students, alumni, and the University Business Librarian.

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A Day in the Life of a Development and Acquisition Role

We recently had a conversation with Isabel Eiras, a Ted Rogers Co-op Student in the Real Estate Management Co-op Program.

Isabel spent her Fall 2022 Work Term as a *Development and Acquisitions Co-op Student at Mattamy Homes in their GTA Urban Division.*

[Mattamy Homes](#) is one of the largest privately owned and residential home builders in North America. Their GTA Urban Division, launched in the Summer of 2021, is an initiative to expand and enhance multi-family, mid and high-rise offerings.

Within this report, Isabel shares her work, the software platforms used, and what it is like being a Ted Rogers Co-op student.



 [Isabel Eiras](#)



Q: What did you do on a "day-to-day" basis in your role as a Development and Acquisitions Co-op Student at Mattamy Homes?

A: My day-to-day consisted of the following tasks:

- Assisting my manager and the development team with the coordination of land development application submissions and approvals (i.e. Official Plan Amendments, Zoning By-Law Amendments, Site Plan Approval, and Condo Registration)
- Assisting with budgeting and cost tracking at various stages during the development project's life cycle.
- Booking and scheduling internal meetings with team members as well as external meetings with consultants and other personnel related to the project.
- Maintaining appropriate records of architectural, landscape, and engineering plans and approvals, permits, and agreements for each project.

Q: Being a Ted Rogers Co-op student, how did you find the transition into your first Work Term?

A: Being a Ted Rogers Co-op student, I found the transition into my first Work Term to be smooth and comfortable. I received a lot of support from my co-op advisor during the interview process, which made me feel confident and excited to land the job. My courses were also a huge help with the transition because I was able to apply what I learned in class to real-world work experience.

Q: What technology platforms did you use in your role?

A: The most prominent applications I used were Microsoft Excel, PowerPoint, Word, and Outlook.



Q: How does your industry impact the world?

A: Mattamy Homes, a major North American builder, profoundly influences the real estate sector. Through diverse employment opportunities and housing developments, it catalyzes economic growth. Renowned for its varied communities, from low-rise subdivisions to condominium towers, Mattamy bolsters housing availability. Additionally, its philanthropic initiatives, including support for charities and affordable housing projects, demonstrate a commitment to community welfare.

Q: Which industry trends should aspirational students be aware of?

A: Students who aspire to be in the real estate industry should explore sustainability best practices. Sustainability is essential for the future of real estate because it can reduce the industry's environmental impact, provide economic benefits, improve social conditions, and ensure regulatory compliance. As the world becomes more aware of the need for sustainable practices, the real estate industry must continue to evolve and adapt to meet these challenges.

Q: What advice would you provide a Ted Rogers student who aspires to work in your industry?

A: Some advice that I would give to Ted Rogers School of Management students aspiring for a career in real estate post-grad would be to work hard and keep up with market trends. What I mean by 'work hard' can be very broad, but the real estate industry is competitive, and you need to figure out how to make yourself stand out. If you are allowed to attend networking events..., do it. If you are allowed to participate in the Co-op program..., do it. I promise it will be worth it, and you will make many valuable connections because networking is very important in this industry.

Keeping up with market trends allows you to stay informed about the dynamic real estate landscape. As economic factors fluctuate, including interest rates, rent, and purchase prices, staying updated on these trends and their drivers is essential for success.

Q: How did your Co-op experience help you with where you are today?

A: My Co-op experience has been a major career boost for me as I continue to work in the real estate industry and seek out what I want to do post-graduation. My roles have allowed me to develop my skills and knowledge of real estate and narrow down the areas of real estate I enjoy more than others. Everyone has different preferences and skills, making the Co-op experience unique for each student.

I had the opportunity to experience a role in the commercial and residential real estate industry, which has helped me gain knowledge from both sectors as they are very different. However, I am still trying to navigate which area suits me best!

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Ted Rogers Real Estate Association (TRREA)

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Check out their IG: [@trrea_tmu](#)

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Staff Contributor

Daniel Leone

Daniel is a Co-op Coordinator with the Ted Rogers School of Management with over six years of experience working as a Campus Recruiter for organizations such as PwC, Deloitte and Qwestrade. His passions focus on understanding how to build and utilize professional relationships to better position yourself in the workforce



Student Contributor

Jessica Cook

Jessica is a Marketing Management Co-op student who worked as a Project Coordinator within the BCH. She is passionate about broadening her experience in Brand Marketing, Communications and Social Media while developing and enhancing relationships.