

KILROY REALTY, L.P.

12200 West Olympic Blvd.,
Suite 200
Los Angeles, CA 90064

Opportunity Description: Senior Vice President, Leasing – Northern California
Location: Regional Office in San Francisco, CA

About Kilroy Realty, L.P.

- Kilroy (NYSE: KRC) is a leading U.S. landlord and developer with over 14 million square feet in our portfolio which spans five distinct regions including San Diego, Greater Los Angeles, the San Francisco Bay Area, the Pacific Northwest and Austin, Texas.
- As pioneers and innovators in the creation of a more sustainable real estate industry, our approach to modern business environments helps drive creativity and productivity for some of the world's leading technology, entertainment, life science and business services companies.
- A big part of the company's foundation is its commitment to enhancing employee growth, satisfaction and wellness while maintaining a diverse and thriving culture. For the third year in a row, the company has been named to Bloomberg's Gender Equality Index – recognizing companies committed to supporting gender equality through policy development, representation, and transparency.
- We hope you'll decide to join us!

About the Opportunity

The Senior Vice President, Leasing will have broad responsibilities for the leasing of San Francisco and the greater Bay Area ("Region") office portfolio—while partnering cross-functionally with asset management, investments, operations, leasing, and other key internal and external stakeholders to achieve leasing, financial, and operational targets. She/He will also have immediate responsibility for leading regional leasing efforts in the Region. This position reports to the EVP, Chief Leasing Officer.

Opportunity Requirements

The successful candidate will be a proven leader, deal maker and self-starter with a dynamic personality and a demonstrated track record and stellar reputation in the Northern California market. The successful candidate will have an entrepreneurial spirit, be able to work in a fast-paced, collaborative environment, and will proactively communicate with Kilroy management outside of the region.

The Senior Vice President is most likely to come from a REIT, private real estate investment/development firm or real estate brokerage firm. This person will be a team and relationship builder and possess strategic vision, with the ability to attract, motivate, and retain talent, and to function as a leader both internally and externally. The incumbent will possess both strong entrepreneurial capabilities and institutional sophistication. Most likely this person has a minimum of 15 years real estate experience, with the majority spent in a leasing, investment, development, and/or regional leadership position.

Additional qualifications include:

- An established network of Northern California leasing and business contacts (building owners, brokers, and community groups) and extensive knowledge of the local market. Prior experience in the acquisition and development/redevelopment of Class A office and retail space will be considered a notable plus
- Extensive leasing experience required
- Strong commercial and financial acumen
- Proven leadership skills for player / coach role
- Ability to work cooperatively as a key member of a high functioning leadership team
- Strong relationship and communication skills
- Ability to garner respect internally and externally
- Strong team orientation
- Entrepreneurial DNA
- Adaptability to high energy, collegial environment
- An undergraduate degree is required. An advanced degree in real estate, business or another relevant field is also preferred.

Summary of Responsibilities

An essential function of this position is regular and predictable attendance. The core responsibilities of this position include, but are not limited to the following:

- Manage all leasing activities throughout the San Francisco and greater Bay Area (“Region”)
- Represent the Company in the market as regional head and to lead, develop and expand the Region and team.
- Communicate with Executive and Senior Management in both understanding the strategic mission for the region, property objectives and the opportunities in the market to further expand the Kilroy brand and market presence.
- Oversee the VP, Leasing Northern California and provide continual development and mentoring of the Northern California team.
- Ensure that all listing brokers are regularly evaluated and are appropriate for the assignment.
- Cultivate strong business relationships with key tenant decision makers, tenant and landlord leasing brokers, space planners and asset management to continuously market and differentiate Kilroy’s relationship-driven approach to leasing and property management.
- Collaborate with the Asset Management, Development, and Leasing teams in the process of marketing and leasing the portfolio to achieve leasing results and maximize deal economics.
- Along with the Executive Vice President, Chief Leasing Officer create and implement a strategy to develop new relationships and leads with companies not currently on the tenant roster.
- Partner with the Investments Team to help source and analyze new investment opportunities in the Region.

Other duties as assigned.

What we offer

At Kilroy, base pay is one part of our total compensation package and is determined within a range. This provides the opportunity to progress as you grow and develop within the role. The base pay range for this role is between \$325,000 and \$380,000, and your base pay will depend on your skills, experience and training, knowledge, licensure and certifications, and other business and organizational needs. It is not typical for an individual to be hired at or near the top of the range for their role and compensation decisions are dependent on the facts and circumstances of each case. This role is eligible for an annual discretionary bonus as well.

Our comprehensive group health benefits program is built around your total health and provides employees and their families with care and coverage designed to help you thrive. Our health and wellness program offerings include medical, dental, vision, with FSA, HSA options, Group Life & Disability, LTD coverage and much more. Ancillary programs include a retirement savings plan with a

competitive employer match, employee support programs like our parental leave coaching program, wellness, and commuter benefits, just to name a few. We invite you to visit our website at www.kilroyrealty.com to learn more.

How To Apply

Please submit resumes to HumanResources@kilroyrealty.com. Please include the position title in the subject line. No phone calls, please. EEO/AA/M/F/Vet/Disability Employer.