

Role Manager, Development, Light Industrial

Type of contract Full-time, permanent

Location Dusseldorf

About us?

SEGRO is a UK Real Estate Investment Trust (REIT) and listed on the London Stock Exchange in the FTSE 100 index.

For over 100 years SEGRO has been creating the space that enables extraordinary things to happen. We invest in high-quality real estate, actively manage our portfolio and sell assets to crystallise attractive returns. We own, manage, and develop light industrial property and modern warehouses with a portfolio comprising 8 million square metres of space (86 million square feet), valued at £18 billion. We are spread strategically across locations in the UK and in Continental Europe.

Our goal is to be the leading owner, manager and developer of industrial properties in Europe and the partner of choice for our customers.

Why work for us?

94% - employees feel engaged (2020 employee survey)

SEGRO is a friendly, vibrant community. We believe SEGRO people are amongst the best in our industry. We have a talented and committed team of employees in the UK and across Continental Europe. Our aim is to continue to attract, develop and retain the best and brightest employees in the industry.

We are proud of our track record in spotting and nurturing talent. Our ambition is to make sure every individual has the opportunity to maximize their potential and their careers with SEGRO.

What are we looking for?

We are currently looking to appoint a Manager, Development, Light Industrial to deliver the Düsseldorf regional leasing & marketing strategy for a portfolio of assets with the aim of maximising occupancy, increasing rental income and strengthening the income quality of the portfolio.

To optimise the growth plan and development pipeline in Germany by leasing up current and future developments and identifying both pre-let and speculative development opportunities

To lead, manage and motivate an extended team of external agents and lawyers.

The role's principal accountabilities will be in:

Strategy / external team leadership:

- In conjunction with the Associate Director, Light Industrial to formulate a Leasing & Marketing strategy for the speculative development programme. Manage its implementation in conjunction with external agents and marketing team.
- To ensure that accurate, regularly updated leasing performance reports are prepared and maintained, detailing leasing progress and tracking enquiries, visits and negotiations for all active development schemes

- To maintain up to date external market data on regional property markets, monitoring competing supply and tracking other letting deals.
- To identify development opportunities and prepare appraisals and cash flows to demonstrate project viability in accordance with target metrics.
- To prepare Investment Committee (IC) Papers to secure capital approval for pre-let and speculative schemes.
- To select, appoint and manage advisors and consultants against agreed KPI's, motivating them to deliver excellent service to SEGRO.

Marketing:

- To establish and maintain a high profile for the company with existing and potential customers, property agents, business groups, trade associations and the public sector via appropriate marketing and relationship building.
- To market buildings / units via the management and coordination of both the internal & external teams.
- Negotiation & deal completion:
- To negotiate profitable, long-term deals with reliable customers.
- To focus on the detail to understand the full commercial implications of negotiations / decisions, acting decisively to maximise the deal.
- To 'own' the deal at each stage to completion, ensuring accurate delivery of the final deal via briefing, instructing and liaising with lawyers throughout the leasing process (Head of Terms (HOTs) and Lease agreements).
- Follow up on lease agreements (liaising with Asset/Property Manager and Technical Development Manager).

New business:

- To identify and secure new customers for vacant properties whilst taking into account the strength of the potential tenant, lease length, rental level, ERV and level of risk.
- Engaging with potential customers to find solutions to their business needs, ensuring they experience a positive viewing experience before entering into negotiations on lease terms.
- To create and realise new opportunities from market knowledge and contacts, turning enquiries into viewings and ultimately into new lease agreements and income.
- To identify land acquisition and development opportunities through market and occupier contacts that complement the existing development programme and enhance portfolio returns.

Team working:

- To work as a team with colleagues in Investment, Asset and Property Management, Technical Development and Finance.
- To liaise with Asset and Property Managers to get operational issues resolved for customers.

You will have...

- Detailed knowledge of the industrial property markets in the Düsseldorf region
- Experience in leasing industrial property and negotiating leases
- Wide range of property and occupier contacts
- Knowledge of property development process from inception to completion
- The capability to think laterally and identify trends and industry insights
- The ability to open a business dialogue, recognise buying signals and close the deal
- Strong negotiation skills / financial rigor and a track record in sound business deals
- Experience of managing an external team
- Proven report writing and presentation skills

- Fluent in English, both verbal and written.
- Intermediary level IT skills – MS Excel & Word

It would also be nice for you to have...

- Knowledge of related legal and environmental policies
- Knowledge of planning and building permit processes
- Previous experience of leading and motivating teams
- Experience of using Argus Enterprise software and Argus Developer

Special job requirements:

- Full Driving Licence; willingness to attend industry functions and social events outside of normal working hours.

What we offer...

Competitive package including; 30 days annual leave, defined contributory pension plan, an optional direct insurance pension saving scheme, life assurance. As well as a wellbeing programme, and an annual charity day of giving.

We provide excellent opportunities for training and development, supporting employees with their career ambitions. We have a range of high-quality education and training on personal and professional skills that enable our people to fulfil their potential.

All employees participate in our annual bonus scheme and have the opportunity to own a stake in the company through share schemes open to everyone.

How to apply:

If you would like to be considered for this role, please send your CV with covering letter detailing your suitability for the role to EURECRUITMENT@SEGRO.COM

**SEGRO is an equal opportunities employer.
No Agencies please.**

At SEGRO we want all of our people to be able to reach their full potential and thrive and we are committed to creating an inclusive environment for all employees, where everyone can be themselves, have access to fulfilling careers and opportunities, and feel supported.