

Manager, Asset Management, City Logistics

Full-time, permanent

Paris

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?

91% - employees feel engaged (2022 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, Asset Management, City Logistics. Asset Management is central to our success. They manage & build relationships with our customers to ensure they see SEGRO as a key business partner for their long-term property needs. Asset Managers at SEGRO give their undivided attention to adding value to our portfolio.

Asset Management function is in charge of creating value on the assets it manages, in particular through leasing management, the renegotiation of current leases and the relationship business with tenants in place.

The Asset Manager will proactively manage the performance of our recently developed City Logistics asset class portfolio with a view to increasing rental and capital returns whilst minimising vacancies and maintaining highly professional relationships with customers, advisors and other stakeholders.

The role's principal accountabilities will be in:

Strategy

- Formulation and implementation of individual Estate Asset Plans as required by the Manager, Asset Management.
- Preparation of regional budgets, capital expenditure programmes and, managing the P&L elements.
- Manage advisors and consultants against agreed KPI's to ensure service delivery.

Asset Enhancement

- Manage the process for rent reviews and lease renewal negotiations via our agents or negotiating directly with customers or their appointed agents.
- Engage with existing customers proactively to find solutions to their business needs, securing new lettings where they are expanding or contracting whilst ensuring back-to-back deals where possible.
- Maximize capital value for SEGRO by restructuring (re-gearing) leases.
- Manage customer applications to assign and underlet, maintaining covenant strength.

Negotiation and Deal completion

- Deliver each deal with maximum return.
- Manage the take-back process ensuring surrender premiums are maximised and coordinating back-to-back deals, refurbishments, and dilapidations.
- Monitor and mitigate rates expenditure, through short term lettings, appeals and other means.

Team working

- Work alongside with Property Management to get operational issues resolved for customers.
- Liaise with the accounts receivable controller as necessary and manage any insolvency proceedings.
- Network with appropriate working parties and key stakeholders as required.
- Build and promote occupier satisfaction with existing customers.

You will have...

- Experience of property Asset Management.
- A deep understanding of the commercial property industry, market trends and legislation.
- Financial rigor and a track record in sound business deals. (Renewals and re-gears)
- An ability to plan ahead, understand and partner with customers and find creative solutions to maximise customer retention and growth.
- Experience of using Argus Enterprise and property management systems.
- Excellent English both verbal and written.

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

- Member of RICS.
- Experience of industrial property.
- Knowledge/experience of at least one other property sector.
- Intermediary level IT skills – MS Excel & Word.
- Experience of Argus Developer.

Special job requirements

- A Full current Driving Licence.
- Ability to attend networking events, industry dinners and functions outside of core hours when required.

What we offer...

Competitive package including; 25 days annual leave, RTT Days (between 7 & 12 days per year subject to public holidays falling on working days), luncheon vouchers, Carte Navigo and complementary healthcare. As well as 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.

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