

**Director, Greater London**

**Full-time, permanent**

**London**

**Closing Date: EOD Friday 27 May 2022**

#### **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 Director, Greater London to:

- Lead the implementation of our agreed Inner London (IL) strategy, creating critical mass of at least £1.5Bn and establishing SEGRO as the partner of choice within the inner urban areas of London (mainly Zones 1 & 2).
- Lead a full service, cross functional team to deliver market beating performance through strategic asset management, new development, asset re-purposing and the full range of new business acquisitions.
- The Director will play a key role in the London Management Team, contributing to the wider operation and success of the Business Unit beyond Inner London.

The role's principle accountabilities will be:

- Strategic and operational ownership and P&L accountability for all assets within IL, both existing and those acquired.
- Lead and motivate a multi-disciplinary team to add value across the full asset life cycle, including acquisition, securing planning consents, undertaking new development and asset and property management.
- Continually refresh the IL strategy, to ensure we exceed growth targets.

- Source, underwrite and secure all new business opportunities, both on and off market, from idea origination through to negotiation and deal completion, both off and on market and including wholly owned schemes as well as Joint Ventures.
- Working across both the public and private sectors, secure SEGRO a position as the preferred industrial and logistic partner in larger, longer-term mixed-use regeneration schemes.
- Select, appoint and manage advisors and consultants against KPIs, and objectives/deliverables.
- Be responsible for delivering market beating customer service across all assets and managing Q-Commerce as a Group wide Key Customer Account.
- Implement all Group Policies as far as they relate to IL.

#### **You will have...**

- Proven ability to further develop a growth strategy, communicate a vision and implement clear objectives.
- Commercial acumen, a 'self-starter' mindset with the ability and drive to create new business with proven experience in all aspects of business development and strategic asset management deals. (Renewals, reviews, re-gears, surrenders)
- A deep understanding of the commercial property industry, market trends and legislation.
- Knowledge of zoning/planning, mixed-use development and other emerging planning policies.
- Previous experience of leading and motivating teams, including external advisers.
- Extensive network of real estate, investor, agency and occupier contacts.
- Excellent communication, influencing and negotiation skills.
- Strong project management and relationship management skills.

#### **What we offer...**

Competitive package including; 30 days annual leave, private health care, pension, 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 [HR.Recruitment@SEGRO.com](mailto:HR.Recruitment@SEGRO.com) by EOD Friday 27 May 2022.

**SEGRO is an equal opportunities employer.**

**No Agencies please.**