



ROLE PROFILE

Job Title:	<u>Associate Director, Market Insights</u>	Location:	<u>London</u>
Reports to:	<u>Head of Strategic Planning</u>	Division/Dept:	<u>Strategic Insights</u>

About SEGRO

SEGRO is a UK Real Estate Investment Trust (REIT), listed on the London Stock Exchange and Euronext Paris, and is a leading owner, manager and developer of modern warehouses and industrial property. It owns or manages 10.3 million square metres of space valued at £20.3 billion (as of 31 December 2024) serving customers from a wide range of industry sectors. Its properties are located in and around major cities and at key transportation hubs in the UK and in seven other European countries.

About the SEGRO Strategic Insights Team

SEGRO has been a highly successful company over the past decade, but we recognise that to sustain our success we need to continuously improve. One of the key priorities set by the Executive Committee is the identification and use of data-driven insights – these allow us to make more and faster market-beating decisions, underpinned by rigorous evidence.

Core to achieving this is our Strategic Insights team, which incorporates:

- Market Insights – maximise the value we gain from market data, research and analysis
- Business Intelligence & Advanced Analytics – analyse data and deploy complex techniques to support decision-making
- Strategic Trends – equip us with a superior and faster understanding of external trends

Summary of the Role's Main Purpose

Enable SEGRO to make the most of the wealth of insight we have access to through market data, research and relationships. Outputs will cover cyclical trends (e.g. what does real-time data say about market conditions), our view on market fundamentals (e.g. country assessment) and one-off topics (e.g. competitor moves in last mile logistics).

The purpose of the role is identifying insights which help our market teams in all eight countries (e.g. our approach to asset management through the year) and our Group Investment teams (e.g. planning our portfolio strategy based on long-term market attractiveness).

Principal Accountabilities

- Produce a regular snapshot of market conditions with data-backed insights; socialise these with UE/EU leadership teams and Investment Committee

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- Integrate market insights into business and portfolio planning
 - Evaluate submarkets for new entry
 - Assist and challenge local teams on market strategies
 - Identify market insights that give us an edge (e.g. leading indicators)
 - Make market information widely accessible, including through data visualisation and GIS
 - Maintain and leverage external research relationships
 - Line management of Market Research Manager
 - Own research budget
 - Develop and own a multi-year plan for the development of Market Insights in SEGRO
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Core Areas of Knowledge, Skills & Experience

- Collaborative and effective, able to work across teams to achieve objectives on an enduring basis, with a track record of building and nurturing internal stakeholder relationships
- Experienced in sourcing, interrogating and integrating a wide range of sources
- Highly numerate, financially literate and with a good understanding of macro-economics
- Analytical with a constant focus on the 'so what'
- Effective communicator, in both written form and presentation settings
- Able to establish and maintain external relationships with research and data specialists
- Understanding of real estate and the financial drivers of a REIT
- Line management experience of small teams

Desirable

- Skilled in Power BI, ArcGIS or other analysis and visualisation tools
- Experience in industrial & logistics

Special Job Requirements

This is a full-time role, and we welcome applicants wishing to work either four or five days per week.

This role will be based in our central London office, with an expectation of normally working in the office 3 days/week. Travel to other SEGRO offices is expected periodically.

Date of completion: August 2025

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.