

Associate Director, Strategic Growth

Full-time, Permanent

London

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 an Associate Director, Strategic Growth to lead a team responsible for equipping SEGRO with actionable insights based on market trends, that enable us to get ahead of the competition.

The role's principal accountabilities will be in:

- Develop business cases for new opportunities and incubate growth initiatives (e.g. city logistics, vertical farming, multi-storey warehousing)
- Lead deep dives on topics which materially impact our capital allocation or customer proposition (e.g. generative AI, nearshoring/friendshoring, robotics & automation)
- Build consensus among the Leadership Team about SEGRO's response to the evolving market
- Promote understanding of our strategic context and market themes among employees
- Answer the strategic case for key corporate questions (e.g. assessment of JV options)
- Horizon scan for emerging trends impacting our business and own 'Disruption' corporate risk
- Provide the strategic context to annual Country Reviews, Asset Planning and Board Away Day
- Manage secondees and internal project teams; commission and oversee external advisory work

You will have...

- Collaborative and effective, with the ability to work across teams to achieve objectives
- High quality of strategic thinking; able to source, interrogate and integrate a wide range of inputs
- Understands macro environment, market drivers and customers' business models

- Able to effectively communicate complex subjects, including to Exec level stakeholders
- Experience of balancing competing priorities and progressing multiple project simultaneously
- Capable and keen to build and nurture a wide range of internal relationships

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

- Consultancy or advisory background, and prolonged exposure to corporate environments
- Experience working in both UK and continental Europe (working language is English)
- Experience in real estate, adjacent sectors (logistics, e-commerce, manufacturing) or investment
- Line management experience of individuals or small teams

What we offer...

Competitive package including 30 days annual leave, private health care, pension, life assurance. As well as an annual medical check-up, 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 UKRecruitment@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.