

Associate Director, Development, National Markets

Full-Time, Permanent

Rugby / Coventry

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, Development, National Markets to:

- Source and generate new pre-let business with a diverse range of existing and new customers.
- Take ownership of the development life cycle and coordinate the delivery of the development strategy and capital expenditure programme in line with the agreed Business Plan.
- Produce appraisals for land buying and pre-lets.
- Bring forward-thinking creative approaches to the generation and delivery of new development land buying opportunities within SEGRO's National Markets region.
- Provide strong leadership to the wider team, nurturing, and motivating talent and acting as a mentor and coach.
- Confidently lead and coordinate an extended team of external agents, consultants, and lawyers.

The role's principal accountabilities will be in:

Development Delivery

- Overseeing complex development projects from planning through infrastructure, pre-let agreements, and income-producing buildings, collaborating with technical teams and local stakeholders.
- Collaborating with Asset Management to ensure SEGRO's sites align with sustainability goals, engage with occupiers and the community.

Sourcing Opportunities

- Dynamically sourcing development land opportunities, from market-making to various purchase approaches.
- Collaborating with colleagues to create compelling business cases for opportunities.
- Taking ownership of transactions to secure successful deal closures.
- Coordinating with the National Markets team to optimize Total Property Return through development on new and existing assets.

Networking

- Building and maintaining excellent market-facing contacts with the agency, development, customer, and stakeholder networks.
- Working side by side with our Partnerships Development team to promote SEGRO within the wider network (local authorities and leveraging our plans with an eye on key government initiatives).

You will have...

- Extensive experience in the UK Logistics market, spanning from site identification to securing pre-let lease completion.
- Possesses an entrepreneurial mindset with a focus on deal-making.
- Demonstrated track record in negotiating, closing, and managing complex pre-let transactions in the UK Logistics development market.
- Self-starter with a knack for networking, influencing, and winning business in the UK logistics sector.
- Proven expertise in leading successful internal and external project teams.
- Strong interpersonal skills for building relationships with internal and external stakeholders, as well as customers, along with a deep understanding of commercial property and value drivers.

Special job requirements:

- Full Driving Licence.
- Ability and willingness to attend networking events and social functions outside of working hours.
- Ability and willingness to travel to SEGRO's other office as required.

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.