



## ROLE PROFILE

Job Title:	<u>Director, Investment, Italy</u>	Location:	<u>Milan, Italy</u>
Reports to:	<u>Head of Italy (Dotted line to Head of Investment, CE)</u>	Division/Dept:	<u>Property - Continental Europe/ Italy &amp; Spain</u>

### Summary of the Role's Main Purpose

The Investment Director will be responsible for establishing and leading SEGRO's Investment function in Italy, driving the execution of the Group's investment and capital recycling strategy in the Italian market.

The role will report directly to the Managing Director, Italy and the Head of Investment, CE and will work closely with the Continental Europe Investment team to define and implement acquisition and disposal strategies aligned with SEGRO's long-term business plan and portfolio objectives.

The position will play a key role in identifying, originating and executing investment and divestment opportunities, while ensuring strong alignment with Asset Management on portfolio strategy, asset business planning and value creation initiatives.

The Investment Director will lead all stages of transactions (income producing assets and disposals), including sourcing opportunities, internal approvals, negotiations and coordination of advisors and internal teams.

The Investment Director will also manage the semi-annual valuation process for the Italian portfolio

Finally, the Investment Director will provide the asset and development teams with updated market information / reports on a quarterly basis, by investigating with agents the market trends and collecting information regarding the latest main transactions (sales-purchases and leases).

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#### Portfolio Strategy:

- Assist the Italian business in making performance enhancing property decisions including leading strategic review of the portfolio and wider market.
- Manage the asset planning process and assist in setting strategy for the regional capital recycling programme.
- Provide information and analysis on current and likely trends in the occupational and investment markets.
- Identify assets for disposal which are not fitting our strategy and will achieve the best price in the prevailing market conditions.
- Cooperate with Asset Management to align on the best investment/leasing strategies for each single asset.

#### Valuation:

- Lead the biannual valuation for the Italian business and contribute to any post-valuation analysis and preparation of data for Italy.

#### Disposals:



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- Deliver the sales programme in Italy, working with appointed agents, advisors and management team to prepare due diligence packs and sales particulars.
  - Execute sales in a commercial and timely manner and at optimum value to maximise performance.
  - Oversee any post sale actions by advisors and others
  - Prepare board papers, capital approval committee papers and briefings for the Investment and Executive Committees.

Acquisitions (of income-producing assets):

- Carry out qualitative and quantitative analysis of opportunities.
- Establish and research leads for opportunities including individual properties and portfolios within region, property swaps, corporate purchases, joint ventures, occupier sale and lease backs.
- Carry out site visits.
- Prepare board papers, capital approval committee papers and briefings for the Executive Committee.
- Coordinate acquisition due diligence.

Others:

- Assist in the geographical expansion plans.
- Prepare necessary financial modelling, support development & asset management teams on market strategies.

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**Essential**

- Highly numerate and analytical
- Good commercial awareness
- Experience of managing investment projects
- Good networking skills
- Organisational skills
- Ability to set priorities
- Highly motivated
- Valid Driver's licence
- Fluent in English

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**Desirable**

- Strong market profile and contacts
- Investment valuation experience
- Knowledge of Argus Enterprise & Argus Developer
- Knowledge of the relevant markets

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Date of completion: March 2026

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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.