



ROLE PROFILE

Job Title: Associate Director, Development,
Barcelona

Location: Barcelona, Spain

Reports to: Head of Spain

Division/Dept: Property - Continental Europe/ Italy
& Spain

Summary of the Role's Main Purpose

Development and Leasing function - owning and managing the delivery of the development strategy in the region and capital expenditure programme, in line with the agreed Business Plan.

Principal Accountabilities

- Develop in-depth market knowledge of their competition, owners and prospective customers.
- Conduct market research and analysis to identify leasing opportunities and market trends.
- Collaborate with the marketing team to create compelling leasing campaigns and promotional materials.
- Set and negotiate lease terms and conditions, ensuring favourable outcomes for Segro.
- Build and maintain strong relationships with customers, brokers, and other industry professionals.
- Lead the leasing process by generating and monitoring traffic, qualifying prospects and preparing tenancy documentation.
- Create planning and development strategies in conjunction with the Country Manager.
- Identify development opportunities and prepare appraisals and cash flows to demonstrate project viability in accordance with target metrics.
- Identify land acquisition opportunities through market, occupier contacts and local authorities that complement the existing development programme and enhance portfolio returns.
- Prepare Investment Committee (IC) Papers to secure capital approval for both speculative and pre-let schemes.
- Regularly report on scheme viability and produce forecasts for capital expenditure on current and planned schemes.
- Liaise with the Asset Management to actively seek development/ refurbishment or reconstruction opportunities that will contribute to portfolio out performance.
- Identify land acquisition opportunities through market and occupier contacts that complement the existing development programme and enhance portfolio returns.

Core Areas of Knowledge, Skills & Experience

Essential

- Experience of commercial property development from inception/initiative through to completion
- Expertise in planning processes and construction procurement
- Knowledge of related legal and environmental policies
- Wide range of property and occupier contacts
- Proven report writing and presentation skills
- Excellent negotiation skills
- Local and English Language - verbal and written



Desirable

- Knowledge of the local industrial property sector
- Knowledge of 'green and sustainability' issues
- Previous experience of leading and motivating teams
- Experience of using Argus ValCap software and Property Management Systems
- Intermediary level IT skills – MS Excel & Word
- Member of RICS

Special Job Requirements

- Clean car driving licence

Date of completion: March 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.