

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:

- Horizon scan for trends that could affect us or our customers.
- Deep dive on trends where they could have a material impact on our capital allocation, market position, customer proposition or site/asset design.
- Build business cases for new growth initiatives and help incubate growth opportunities.
- Source and engage business sponsors and coalitions as adopters and champions of outputs.
- Own corporate risk – 'Disruptive Technologies and Trends'.
- Input to annual market reviews and Group Strategy Day.
- Support colleagues on wider market analysis work.
- Commission and oversee external advisory work where required.
- Develop and own a multi-year plan for the development of the Strategic Growth Trends team.

You will have...

- The ability to collaborate and effective, with the ability to work across teams to achieve objectives.

- The ability to understand customers and the trends impacting their businesses – creating insights to enable the business to identify new business opportunities and develop the business case for action.
- High quality of strategic thinking; ability to interrogate and integrate a wide range of inputs, covering data, market research and management information.
- Ability to effectively communicate complex subjects in written form and presentation settings, with both technical and non-technical audiences, including senior level stakeholders.
- The experience of balancing competing priorities and progressing multiple projects simultaneously, including through delegation and management of flexible resourcing where necessary.
- The capability and eagerness to build and nurture a wide range of internal relationships, both with peers in other functions and business units, and with senior stakeholders.

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

- Background in Consultancy or Advisory, and prolonged exposure to corporate environments.
- Experience working in both the UK and Continental Europe (working language is English).
- Experience working within Real Estate, Property, Investment, or related industries.
- Line management experience of individuals or smaller 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.