

Manager, Asset Management, Warsaw

Full-time, permanent

Poland, Warsaw

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?

94% - employees feel engaged (2020 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 a Manager, Asset Management, Warsaw to proactively manage the performance of part of the region's property portfolio with a view to increasing rental and capital returns whilst minimising vacancies and maintaining good business relationships with customers, advisors and other stakeholders.

The role will be dedicated to portfolio's with assets in Warsaw.

The role's principal accountabilities will be in:

Strategy

- Actively participate with other members of the regional team in the formulation and implementation of individual Estate Asset Plans as required by the Manager, Asset Management.
- Contribute towards the preparation of regional budgets, capital expenditure programmes and for managing the P&L elements within your control as required by the Asset Manager.
- Manage advisors and consultants against agreed KPI's to ensure service delivery.

Asset Enhancement

- Manage the process for rent reviews and lease renewal negotiations via our agents or negotiating directly with customers or their appointed agents.
- Engage with existing customers proactively to find solutions to their business needs, securing new lettings where they are expanding or contracting whilst ensuring back-to-back deals where possible.
- Maximize capital value for SEGRO by restructuring (re-gearing) leases.
- Manage customer applications to assign and underlet, maintaining covenant strength.

Negotiation and Deal completion

- Focus on the detail (e.g. the impact of changing a particular clause) and to deliver each deal with maximum return.
- Manage the take-back process ensuring surrender premiums are maximised and coordinating back-to-back deals, refurbishments and dilapidations.
- Monitor and mitigate rates expenditure, through short term lettings, appeals and other means.

Team working

- Work as a team with colleagues in Asset Management, Development and Investment for refurbishments / pre-let schemes / widening of planning consents.
- Liaise with Operations and Property Services Managers to get operational issues resolved for customers (involves an understanding of service charge changes, applications for alterations, H&S implications).
- Liaise with the accounts receivable controller as necessary and manage any insolvency proceedings.
- Network with appropriate working parties and key stakeholders as required.
- In conjunction with the Regional Team, to build and promote occupier satisfaction with existing customers.

You will have...

- Experience of asset management in the industrial sector.
- Proven teamworking skills.
- A deep understanding of the commercial property industry, market trends and legislation.
- Financial rigor and a track record in sound business deals. (renewals, reviews and re-gears)
- An ability to plan ahead, understand and partner with customers and find creative solutions to maximise customer retention and growth.
- Experience of using Argus Valcap / equivalent property management systems.

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

- Member of RICS
- Knowledge/ experience of at least one other property sector

Special job requirements:

- A Full current Driving Licence
- Ability to attend networking events, industry dinners and functions outside of core hours when required

What we offer...

Competitive package including 20 to 26 days annual leave, contributory pension scheme (PPK), Health and Life insurance and corporate discount for gym membership. As well as 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 HR.Recruitment@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.