

Manager, Asset Management, Greater London

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 the 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, Greater London to work as part of a team to proactively asset manage the performance of part of the Greater London property portfolio with a view to driving income, ERV and capital growth to deliver strong annual returns through creative lease restructuring, minimising voids, leasing vacant buildings and developing strong business relationships with customers, advisors and other key stakeholders. The role will be actively involved in lettings, rent reviews, lease renewals, lease regears and site assembly.

The role's principal accountabilities will be in:

Asset Enhancement

- Actively participating with other members of the Greater London team in the formulation and implementation of Estate Asset Plans.
- Progressing rent reviews and lease renewal negotiations with customers
- Engaging 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.
- Maximising capital value for SEGRO by restructuring (re-gearing) leases.
- Working closely with colleagues in the Development team around estate redevelopment strategy which may involve relocating customers and achieving vacant possession for future development plots.

- Managing customer applications to assign and underlet, maintaining covenant strength, as well as licences to alter.
- Actively participating in Responsible SEGRO ensuring the implementation of sustainability initiatives and community investment plans.

Negotiation and Deal completion

- Managing the take-back process ensuring surrender premiums are maximised and coordinating back-to-back deals, refurbishments and dilapidations.
- Monitoring and mitigating rates expenditure, through short-term lettings, appeals and other means.
- Briefing, instructing and liaising with the company's legal representatives throughout the leasing and asset management process.

Leasing Management

- Identifying and securing new customers to vacant properties
- Implementing marketing plans for vacant buildings in conjunction with the internal and external marketing teams.

Team working

- Working as a team with colleagues in Property Management, Technical Development and Investment.
- Liaising with the Property Management team to get operational issues resolved for customers (service charge changes, applications for alterations, H&S implications).
- Liaising with the accounts receivable controller as necessary and managing any insolvency proceedings.
- Building and promoting occupier satisfaction with existing customers.
- Fostering and enhancing working relationships with potential and existing customers, agents and trade organisations.

You will have...

- Membership of RICS
- Good communication, interpersonal and customer care skills
- Negotiation and networking skills

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

- Experience in leasing / asset management, ideally in the commercial / industrial sector
- Good working knowledge of Landlord & Tenant property law

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 includes 25 days of annual leave, private health care, pension, and 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 a 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.