



ROLE PROFILE

Job Title: Manager, Development & Investment, Netherlands	Location: Amsterdam
Reports to: Head of Netherlands	Division/Dept: Property - Continental Europe/ Germany & Netherlands

Summary of the Role's Main Purpose

To coordinate the delivery of the development & investment strategy and capital expenditure programme in line with the agreed annual budget and medium-term plan.

Principal Accountabilities

- To create planning and development & investment strategies in conjunction with the Head of Netherlands.
 - To deliver the NL development pipeline as approved in the budget and medium term plan.
 - To identify development opportunities and prepare appraisals and cash flows to demonstrate project viability in accordance with target returns for NL.
 - To identify investment opportunities and prepare investment information and cash flows to demonstrate returns in accordance with target returns for NL.
 - To prepare and submit Board Papers to secure capital approval for both speculative and pre-let schemes.
 - To prepare and submit Board Papers to secure capital approval for investments.
 - To secure planning / building permit approvals, either by direct negotiations with the authorities or via planning / building permit consultants.
- To liaise with Technical Development to hand over all relevant information that is needed for realisation.
- To regularly report on scheme viability and produce forecasts for capital expenditure on current and planned schemes.
 - To lead the deal team of internal and external specialists that is involved with acquisitions to secure final approval for investment.
- To liaise with the Asset Management and Property Management to hand over the completed acquisition and to secure all necessary information.
- To liaise with the Asset Management and Leasing teams to actively seek development/ refurbishment or reconstruction opportunities that will contribute to portfolio out performance.
 - To identify land acquisition opportunities through market and occupier contacts that complement the existing development programme and enhance portfolio returns.
 - To write project briefs and transfer the projects to the Technical Delivery team / project managers who manages the external professional team including architects, planning consultants, cost consultants, environmental consultants, engineers.



Core Areas of Knowledge, Skills & Experience

Essential

- Experience of commercial property development from inception/initiative through to completion.
- Drive and passion in securing the best deal for SEGRO and Customer.
- Expertise in planning processes and construction procurement.
- Knowledge of related legal and environmental policies.
- Competence in Argus Developer appraisal software and Argus Enterprise.
- Wide range of property and occupier contacts.
- Extensive market knowledge.
- Proven report writing and presentation skills.
- Excellent commercial awareness and negotiation skills.
- Fluent in Dutch and English.

Desirable

- Knowledge of the local industrial property sector.
- Knowledge of 'green and sustainability' issues.
- Previous experience of leading and motivating teams.
- Intermediary level IT skills – MS Excel & Word.

Special Job Requirements:

- Full Driving Licence.
- Willingness to attend industry functions and social events outside of normal working hours.
- Willingness to travel throughout the Netherlands and to UK and Germany on a regular basis.

Date of completion: September 2024

At SEGRO we want all 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.