

## ROLE PROFILE

**Job Title:** Partnership Development Manager, Germany      **Location:** Düsseldorf  
**Reports to:** Director, Investment, Germany      **Division/Dept:** Northern Europe

### Summary of the Role's Main Purpose

- Raise SEGRO profile with public bodies/municipalities so as to develop SEGRO's understanding of their urbanization plans and build a partnership approach with stakeholders and municipalities.
  - Oversee and support the development, implementation and outcomes of Community Investment Plans.
  - Deliver 'site' specific community engagement and communications support through planning and construction phases.
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### Principal Accountabilities

- Lead the successful delivery of Germany's Community Investment Plans to maximise the impact on the community and ensure positive outcomes contribute to the Responsible SEGRO Framework.
  - Active member of the Partnership Development 'cross border' working group to drive best practise and service excellence in the CIP programme and community engagement.
  - Liaise with Marcoms colleagues to help create and maintain an internal and external communications strategy to 'bring to life' the impact of Germany's CIP programme.
  - Do regular meetings with municipalities to understand their plans, needs and present SEGRO approach.
  - Contribute to the development effort by supporting the acquisition of land and the participation of SEGRO in infrastructure programmes, etc.
  - Working closely with Directors and Technical Development Team to provide community engagement and communications support for development projects to maintain positive support throughout the planning and construction phases.
  - Preparation of presentations to senior managers and stakeholders.
  - Arrange Purchase Orders / payment of invoices where necessary.
  - Support the delivery of Germany's stakeholder programme by building and maintain positive relations with local authority teams responsible for economic growth and job creation.
  - Provide "case making" support for policy campaigns including political, economic and social research, stakeholder profiling and data gathering.
  - Carry out any duties and projects appropriate to the post as required by the Investment Director.
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### Core Areas of Knowledge, Skills & Experience

#### Essential

- Knowledge of working with charity partners to deliver highly impactful community programmes.
  - Experience of writing clear, concise and persuasive copy for a range of audiences and in a variety of formats.
  - Understanding of the opportunities and risks of working collaboratively with stakeholders.
  - A confident and diplomatic manner with ability to deal with a wide variety of internal and external stakeholder groups.
  - Understanding of the external political environment and its effect on planning applications.
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- Ability to communicate effectively with senior management.
  - Strong organisational and project management skills.
  - Work under pressure, with ability to prioritise workload and meet tight deadlines.
  - A collaborative working style.
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### **Desirable**

- Knowledge of the workings of local authorities and government, with an economic or skills background an advantage.
  - A good understanding of IT applications. (Word, Excel, PowerPoint)
  - Good analytical, research, presentational and interpersonal skills.
  - Proactive, self-motivated and flexible.
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### **Special Job Requirements**

- Flexibility to attend early morning (breakfast) and evening events.
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### **How to Apply**

Please send your CV with covering letter detailing your suitability for the role to [HR.Recruitment@segro.com](mailto:HR.Recruitment@segro.com).