

Job Title	Corporate Leasing Manager	Function/Region	Leasing/ Group
Reports To	Leasing Director, Corporate & Canada	Band	4
Location	London		

Our Mission

‘To create the finest retail experiences.’

Our Purpose

‘Making the extraordinary possible’

Purpose

The Corporate Leasing team drives leasing activity with top international retail and luxury brands across the portfolio to secure commercial agreements that strengthen tenant mix, occupancy and centre performance. This role works closely with the Corporate Leasing Director and regional teams to progress leasing transactions and deliver strong commercial outcomes.

Key Responsibilities

Corporate Leasing Strategy & Delivery

- Work across 21 McArthurGlen outlet centres and projects in 8 countries, providing corporate leasing support to regional management teams
- Support portfolio leasing plans, with a focus on top international retail brands and group opportunities

Commercial Negotiation & Lease Management

- Negotiate group leasing agreements, renewals and new transactions to achieve strong commercial outcomes
- Draft and negotiate Heads of Terms, lease summaries and proposal presentations as a basis for negotiation and internal approvals
- Coordinate tenant break options, rent reviews and lease events for corporate brands, ensuring value is protected and opportunities are maximised
- Coordinate investor consents, plans and legal documentation with local leasing managers and legal teams, and support board and investor reporting

Stakeholder & Brand Management

- Build effective relationships with owners, investors, internal stakeholders, regional teams and external advisers to support and coordinate leasing activity across the portfolio
- Manage key brand relationships with top European and North American retail brands, negotiating terms and supporting wider asset management activity

Project, Pipeline & Approval Management

- Prepare leasing materials for boards, investors and tenant presentations, including transaction presentations, tourism data and supporting analysis
- Manage projects, tenancy schedules and lease events for corporate brands, supporting due diligence for acquisitions and new centres

Market Insight, Analysis & Systems

- Use market insight, performance data and sector knowledge to identify trends, evaluate opportunities and support leasing decisions
- Provide analytical support for acquisitions, development appraisals and financial models, and maintain accurate CRM and portfolio data
- Identify new brands and support their onboarding into the portfolio, working with the Head of Brand Acquisition and Brand Development teams

Risk & Compliance

- Identify and manage risks related to leasing activity and centre operations

- Ensure compliance with company policies, procedures and relevant legal requirements

Skills & Experience

Insight & Judgement

- Applies strong commercial and analytical judgement to evaluate opportunities, assess risks and optimise leasing decisions
- Uses market insight, performance data and experience to identify opportunities and support commercial leasing decisions

Communication & Influence

- Communicates clearly and confidently with internal and external stakeholders, including senior partners and brands
- Negotiates effectively to achieve mutually beneficial commercial outcomes

Collaboration & Inclusion

- Builds trusted relationships across functions, regions and external partners
- Works collaboratively to align different priorities and deliver shared commercial objectives

Delivery & Performance

- Demonstrates strong planning, organisation and prioritisation skills across multiple leasing agreements, projects and stakeholders
- Delivers with accountability, attention to detail and a focus on commercial outcomes

Commercial & Business Impact

- Commercial awareness with the ability to link leasing activity to revenue, occupancy and long-term centre performance
- Confident working with financials, budgets and lease structures
- Strong IT skills to maximise technology and efficiency

Requirements

- 3+ days per week in the office and frequent travel as required across Europe
- Relevant experience in retail, agency or corporate leasing, managing brands
- Fluent in English; additional European languages would be an advantage

Our Success Framework



McArthurGlen, an Extraordinary Experience for Everyone.

At McArthurGlen we value the diversity of our people.

We celebrate difference and believe that everyone is extraordinary.

We are committed to building a culture where our opinions and contributions are listened to and respected and anyone can be themselves.

We learn and grow together, we all belong.