

Job Title	Leasing Manager - Austria	Function/Region	Regional Leasing NE
Reports To	Leasing Director	Band	4
Location	Salzburg or Parndorf		

Our Mission

‘To create the finest retail experiences.’

Our Purpose

‘Making the extraordinary possible’

Purpose

The Leasing Manager is responsible for delivering effective leasing activity across new and existing space, ensuring optimal tenant mix, strong brand partnerships and sustainable commercial performance.

Working closely with cross-functional and cross-regional stakeholders, the role leads leasing priorities, negotiates commercial terms and drives opportunities to maximise occupancy, revenue and long-term value.

Key Responsibilities

Leasing Strategy & Delivery

- Develop and execute leasing plans to ensure timely occupation of space, aligned to product mix, customer flow and commercial objectives
- Identify and secure appropriate brands, balancing commercial performance with long-term positioning of the centre
- Contribute to centre business plans and leasing strategies to maximise sales and rental income

Commercial Negotiation & Lease Management

- Lead lease negotiations, agreeing commercially optimal terms and conditions
- Prepare lease summaries and contribute to budgeting to optimise value
- Ensure tenants meet lease obligations and agreed retail standards

Stakeholder & Partner Management

- Build and maintain strong relationships with brand partners, investors, owners and internal stakeholders
- Act as an ambassador for McArthurGlen, identifying and developing new business opportunities
- Work cross-functionally and cross-regionally to align on tenant mix and influence brand expansion across centres

Project & Pipeline Management

- Support new developments and re-leasing projects, including input into layout, customer flow and tenant positioning
- Manage leasing pipelines, priorities and timelines to ensure efficient delivery
- Ensure legal processes and investor approvals are managed effectively and in a timely manner

Market Insight & Performance

- Use market insight, performance data and local knowledge to identify trends and opportunities
- Collaborate with Brand Development and wider teams to optimise leasing decisions and future planning

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 shape tenant mix and drive value

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 deals, projects and stakeholders
- Delivers with accountability, attention to detail and a focus on commercial outcomes

Commercial & Business Impact

- Strong 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

Requirements

- Relevant experience in retail, agency or corporate leasing
- Strong understanding of lease negotiation and documentation
- Experience managing client or brand portfolios within a commercial real estate environment
- Fluent in German and English

- Strong numerical and analytical capability
- Proficient in Microsoft Office

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.