

MCARTHURGLEN GROUP

Job Title	Leasing Manager	Function/Region	Regional Leasing/ NL
Reports To	Senior Leasing Manager	Band	4
Location	Roermond		

Our Mission

'To create the finest retail experiences.'

Our Purpose

'Making the extraordinary possible'

Purpose of Position

Manage the leasing of all new projects and re-leasing of vacancies created in existing sites, to maximise sales and rental return from tenants thereby increasing profit for the centre.

Cultivate new and existing brand relations to ensure their needs are being met and to exploit potential business opportunities.

Key Accountabilities

- Develop and implement an attainable leasing plan for the centre to ensure all available space is leased in a timely and effective manner taking account of product mix, adjacencies and legal to minimise risks and voids.
- Negotiate and budget the terms and conditions of the lease, develop a lease summary and define an operating budget to optimise benefit for McArthurGlen. Work with tenants to develop and agree retail standards and ensure tenants fulfil their lease obligations and achieve their potential.
- Ensure investor consents are obtained in a timely and efficient manner and ensure the legal process is managed smoothly and quickly in close cooperation with legal advisors to the advantage of both client and owners.
- Liaise with facilities to ensure shopfit guidelines are adhered to.
- Maintain and develop effective working relations with external clients, including investors, owners and brand partners and act as an ambassador for the business, to promote McArthurGlen's image, values and objectives and develop business opportunities.
- Manage and work with cross-regional and cross-functional teams to determine best prospect and product mix of tenants/brands and influence existing brands to take space in other European schemes.
- Provide input to the development of key objectives and business plans for the centre and contribute towards securing and implementing third party management business ensuring sales are maximised at every opportunity.
- Work in collaboration with Brand Development to identify performance trends and understand local markets and attitudes so that future opportunities are exploited.
- Build and develop client relationships to sustain long-term revenue growth. Create, implement, and relay business plans for clients across the broader business through active written and verbal communication and motivating the cross functional teams.
- Awareness and identification of risks and dangers in the Centre.

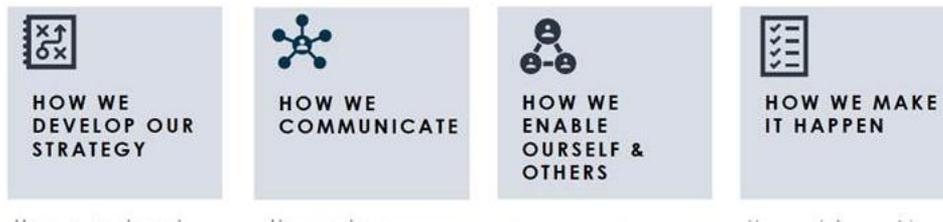
MCARTHURGLEN GROUP

- All employees have a responsibility to comply with McArthurGlen Health, Safety, Environmental, and Energy policies.
- You are responsible for fully complying with the company's policies and procedures.
- At all times you should act in the company's best interests and in the best interests of those entities which we represent.

Knowledge and Skills

- Qualification, Real Estate Management is preferred, but comparable experience will also be considered
- Experience gained within a retail, agency, or corporate leasing environment
- Negotiating of lease terms and understanding of lease documentation
- Languages: English is essential, additional languages such as Dutch or German are an advantage
- Proven experience of managing a portfolio of clients within a retail real estate environment
- Numerate and confident working with figures
- Experience in negotiation and conflict resolution
- Presentation and communication skills
- IT skills: Intermediate level Microsoft Word, Excel, Outlook, PowerPoint

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.