

## Director, Industrial Advisory

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Company: Jones Lang LaSalle Incorporated

Location: united arab emirates

Category: other-general

Director, Industrial Advisory page is loaded Director, Industrial Advisory Postuler remote type On-site locations Dubai, ARE Riyadh, SAU time type Full time posted on Offre publiée hier job requisition id REQ337727 Role Purpose Consulting is a core division within JLL which encompasses assessment of all core real estate asset classes including residential, retail, hotels, serviced apartments, office, entertainment, industrial, healthcare and education. The services that are provided include conducting feasibility studies, development studies, strategic advisory, business plans, portfolio advisory, real estate development strategies and urban regeneration studies amongst others. The role of Director will involve leading and managing consulting Industrial & Logistics assignments across the MENA region as part of a multi-disciplinary team, forming long lasting relationships with clients driving business development, collaborating with various departments with JLL and cross selling the various services and supporting the SCON Head in admin related matters related to receivables and team related matters. What this job involves Strategic Thinking Able to contextualise the effect of wider macro-economic and geo political events on the markets we are working on and how these affects wider real estate Able to rationalise the advice we are providing Thinks outside of the immediate work area Applies a longer-term perspective when making decisions Thinks outside of the box Is knowledgeable on current and possible future trends. Business Development & Customer Relationship Management Effectively understand Industrial & Logistics (I&E) needs of prospective clients and define suitable "products" to respond to their needs in the most professional manner; Generates business opportunities of between USD 1 to 1.5 million initially Drive business development initiatives by forming

close relationships with clients and securing business wins with respect to fee earning assignments. Support the department head in taking a leadership role in the CRM function for consulting clients. Execution of Assignments Well informed on some of the main markets such as Dubai, Abu Dhabi, Riyadh, Jeddah and other GCC markets including large industrial estates and masterplan Ensure execution of deliverables as per offers and allocation of tasks within the Consulting team Able to firstly develop and then defend the assumptions used in our analysis Ensure at all times that cooperation prevails between the various offices in the interest of clients Oversee the financial modelling and analysis Innovative as well as grounded ideas related to the business & development advice Realistic in terms of the quantum of development advised to clients develop. Desired skills and experience Bright, intelligent, fast learner, enthusiastic, motivated Strong analytical background with attention to detail Strong organizations skills with the ability to work on multiple tasks and prioritize Show proof of rigor and autonomy when working Ability to work to meet deadlines, even when timeframes are demanding First class team player with strong relationship skills – able to collaborate with colleagues and develop strong relationships with clients Clear communicator with strong presentation skills Nation-wide / city-wide I&E strategies Experience in PPP for I&E projects Market Research & Entry Strategy Highest & Best Use Studies and Feasibility studies & Business Plans for Warehousing and Multiproduct Real Estate Facilities) Business & Location Advisory (example: Industrial occupiers (Greenfield/ Brownfield); land owners, investors, developers, operators Market analysis and gap analysis for I&E services (example: industrial zones / warehouses / cold storages / ports, airports, SEZs, FTWZs, logistics hinterland infrastructure (CFS, PFT, ICD, Dry Port), MMLP, IWT / etc ). Location: On-site – Dubai, ARE, Riyadh, SAU If this job description resonates with you, we encourage you to apply even if you don't meet all of the requirements. We're interested in getting to know you and what you bring to the table! About JLL – For over 200 years, JLL (NYSE: JLL), a leading global commercial real estate and investment management company, has helped clients buy, build, occupy, manage and invest in a variety of commercial, industrial, hotel, residential and retail properties. A Fortune 500 company with annual revenue of \$20.9 billion and operations in over 80 countries around the world, our more than 103,000 employees bring the power of a global platform combined with local expertise. Driven by our purpose to shape the future of real estate for a better world, we help our clients, people and communities SEE A BRIGHTER WAY . JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated. For further information, visit [jll.com](http://jll.com). JLL Privacy Notice

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