

Leasing Executive – Commercial Jobs In Sharjah | Al Fattan Properties

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Company: Al Fattan Properties

Location: Sharjah

Category: business-and-financial-operations

Leasing Executive – Commercial Jobs In Sharjah | Al Fattan Properties

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Review leasing activities with Executive Director against revenue goals.

Prepares reports, analyses data, and makes recommendations for improving operations.

Maintains safety, health, and environmental policies and procedures.

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Responsibilities

Market Research and Analysis.

Tenant Management / Lease Administration & Documentation.

Study, review, and recommend policies and procedures that will increase, improve, and maximize tenant occupancy.

Negotiate and budget leasing terms and conditions.

Work with tenants to develop retail standards and ensure tenants fulfill their lease obligation.

Achieve specialty leasing income goals established by Management.

Assist with developing the Specialty Leasing budget and business plan and establish objectives as required.

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Requirement

Develop and execute a lucrative Specialty Leasing program that not only delivers significant revenues to the property's bottom line but increases the guest experience.

Research and report to Management on competitive Leasing and Specialty leasing trends in the industry and within the geographical and catchment areas of the mall.

Source and seek out prospective tenants.

Generate new leasing leads and negotiate qualified deals from inception to final execution.

Develop and maintain relationships with prospective, existing, and short-term tenants.

Review leasing activities with Executive Director against revenue goals.

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