

## Leasing Manager – Emirati Talent Pool

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Company: Distinguished

Location: dubai

Category: other-general

DRE Group seeks a Leasing Manager with experience in Dubai - Emirati Talent Pool. Your role involves managing the leasing activities of residential, commercial, or industrial properties in the vibrant real estate market of Dubai. Here are some key responsibilities and experiences typically associated with this role:

**Market Analysis:** Conduct thorough market research and analysis to understand trends, demand-supply dynamics, rental rates, and competitor offerings. This helps in setting competitive rental prices and developing effective leasing strategies.

**Tenant Relations:** Building and maintaining positive relationships with existing tenants, addressing their concerns, and ensuring their satisfaction. Additionally, you would be responsible for attracting new tenants through effective marketing and promotion strategies.

**Lease Negotiation:** Negotiating lease agreements and terms with prospective tenants, ensuring compliance with legal requirements and company policies. This involves discussing rental rates, lease duration, security deposits, and other relevant terms.

**Property Marketing:** Developing and implementing marketing campaigns to promote available properties, utilizing various channels such as online listings, social media, print media, and networking events. Creating visually appealing property listings and advertisements is crucial for attracting potential tenants.

**Property Inspections:** Coordinating property viewings and inspections for potential tenants, highlighting key features and amenities. Providing accurate information about the property and addressing inquiries from interested parties is essential in facilitating leasing

transactions.

**Lease Administration:** Overseeing lease documentation and administration processes, including lease preparation, renewal negotiations, and handling lease-related paperwork. Ensuring that all lease agreements are properly executed and documented in compliance with legal standards.

**Financial Management:** Managing rental income and expenses effectively, tracking rent payments, and addressing any arrears or disputes. Working closely with the finance team to ensure accurate record-keeping and timely invoicing.

**Legal Compliance:** Staying updated on relevant laws, regulations, and industry standards related to leasing and property management in Dubai. Ensuring compliance with tenancy laws, landlord-tenant regulations, and data protection requirements is essential to avoid legal issues.

**Team Management:** Leading and supervising a team of leasing agents or coordinators, providing guidance, training, and support to ensure smooth operations and achieve leasing targets.

**Customer Service Excellence:** Fostering a culture of exceptional customer service among the leasing team, prioritizing tenant satisfaction and retention. Promptly addressing tenant inquiries, complaints, and maintenance requests contributes to a positive leasing experience.

**Networking and Relationship Building:** Cultivating strong connections with property owners, developers, brokers, and other industry professionals to facilitate leasing opportunities and stay informed about market developments.

Working for a locally-owned company specializing in luxury properties in Dubai can offer a unique blend of career advancement, performance recognition, and immersion in the opulent world of high-end real estate, making it an attractive proposition for ambitious professionals seeking growth opportunities and prestige in their careers. We look forward to reviewing your application.

#J-18808-Ljbffr

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