

United Arab Emirates Jobs Expertini®

Retail Broker | Savills Middle East Dubai

[Apply Now](#)

Company: Savills Middle East · Dubai, Dubai, United Arab Emirates

Location: dubai

Category: other-general

Retail Broker | Savills Middle East Dubai

Savills is a global real estate services provider listed on the London Stock Exchange.

Savills operates from over 600 owned and associate offices, employing more than 35,000 people in over 60 countries throughout the Americas, the UK, Europe, Asia Pacific, Africa and the Middle East.

We are currently seeking a dynamic and motivated Retail Broker to join our team. The ideal candidate will have a strong background in retail real estate, excellent negotiation skills, and a deep understanding of market trends. This position offers the opportunity to work with a diverse portfolio of clients and contribute to the growth and success of our organization.

[Retail Broker | Savills Middle East Dubai | Apply Now](#)

Key Responsibilities

Brokerage

Develop and maintain relationships with landlords and property owners to identify available retail units for lease.

Prospect, identify, and negotiate lease agreements with potential tenants, including food and beverage companies and retail brands.

Work closely with prospective tenants to understand their business requirements, goals, budget, and create lease agreements that meet their needs.

Analyse and assess lease proposals and provide recommendations to landlords and property owners.

Ensure that all lease agreements comply with legal and regulatory requirements.

Work closely with marketing and property management teams to market available retail units to potential tenants.

Manage ongoing relationships with tenants, ensuring that they adhere to lease agreements, and addressing any issues or concerns they may have.

Provide regular reports to landlords and property owners on leasing activity and tenant satisfaction.

Consultancy

Catchment area analysis and identification of the landmarks and attractions in the primary area, in order to identify opportunities generating from incoming tourists. Local population analysis to understand the level of positioning of the given project.

Development of a Merchandising Mix strategy in order to advise the landlord on the best combination for optimizing the project's profits.

Tenant mix individuation, selection, and proposal to landlord for approval in order to have a predetermined pool of brands to contact and engage.

Tenant Representation

Liaise with tenants, property agencies and related parties.

Draft real estate expansion plans to determine which locations will be given priority to better position the business in the marketplace.

Source proposals, refine shortlists, and negotiate the most advantageous deal in the best interests of the tenant clients.

Negotiate new lease agreements, monitor lease expiration dates in order to effectively plan the renewal strategy.

Actively initiate business development activities with both current and potential customers through direct mailers, canvassing, and networking.

Skills, Knowledge And Experience

Bachelor's degree in Real Estate, Business, or a related field.

Proven experience as a Retail Broker or in a similar role within the real estate industry.

Strong understanding of retail market dynamics and trends.

Excellent negotiation and interpersonal skills.

Familiarity with relevant real estate laws, regulations, and industry best practices.

Proficiency in real estate software and Microsoft Office Suite.

Effective communication and presentation skills.

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com/#J-18808-Ljbffr

Cross References and Citations:

1. Retail Broker | Savills Middle East Dubai AdminjobsJobs dubaiAdminjobs ↗
2. Retail Broker | Savills Middle East Dubai Costaricajobs Jobs dubaiCostaricajobs ↗
3. Retail Broker | Savills Middle East Dubai Londoncareerhub Jobs dubaiLondoncareerhub ↗
4. Retail Broker | Savills Middle East Dubai Videographerjobs Jobs dubaiVideographerjobs ↗
5. Retail Broker | Savills Middle East Dubai Egyptjobs Jobs dubaiEgyptjobs ↗
6. Retail Broker | Savills Middle East Dubai OfficerjobsJobs dubaiOfficerjobs ↗
7. Retail Broker | Savills Middle East Dubai Locumjobs Jobs dubaiLocumjobs ↗
8. Retail Broker | Savills Middle East Dubai Thejobsnearme Jobs dubaiThejobsnearme ↗
9. Retail Broker | Savills Middle East Dubai StartupjobsnearmeJobs dubai Startupjobsnearme ↗
10. Retail Broker | Savills Middle East Dubai Financialjobs Jobs dubaiFinancialjobs ↗
11. Retail Broker | Savills Middle East Dubai Free-hiringJobs dubaiFree-hiring ↗
12. Retail Broker | Savills Middle East Dubai Europejobscareer Jobs dubaiEuropejobscareer ↗
13. Retail Broker | Savills Middle East Dubai Czechiajobs Jobs dubaiCzechiajobs ↗
14. Retail Broker | Savills Middle East Dubai Nursejobsnearme Jobs dubaiNursejobsnearme ↗
15. Retail Broker | Savills Middle East Dubai Courtjobs Jobs dubaiCourtjobs ↗
16. Retail Broker | Savills Middle East Dubai Latinamericajobscentral Jobs dubai Latinamericajobscentral ↗
17. Retail Broker | Savills Middle East Dubai Nyjobscareer Jobs dubaiNyjobscareer ↗
18. Retail Broker | Savills Middle East Dubai Parisjobs Jobs dubaiParisjobs ↗
19. Retail broker | savills middle east dubai Jobs Dubai ↗
20. AMP Version of Retail broker | savills middle east dubai ↗
21. Retail broker | savills middle east dubai Dubai Jobs ↗

22. Retail broker | savills middle east dubai JobsDubai ↗
23. Retail broker | savills middle east dubai Job Search ↗
24. Retail broker | savills middle east dubai Search ↗
25. Retail broker | savills middle east dubai Find Jobs ↗

Source<https://ae.expertini.com/jobs/job/retail-broker-savills-middle-east-dubai-dubai-savills-middle-east--1968-27510/>

Generated on: 2024-04-30 by Expertini.Com