

Retail Leasing Director

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Company: Michael Page International (UAE)

Location: united arab emirates

Category: other-general

We have been made aware of a global phishing campaign where employees from companies are being impersonated. We are confident that no PageGroup system has been breached. Find out how to protect yourself Opportunity to lead leasing strategy & operations for High-end Retail Portfolio Position is with a well renowned property group in the UAE About Our Client Our client is a major property group that develops and operates a multi-asset class portfolio including, residential, retail and commercial projects. Job Description Manage the Retail Leasing process for own retail assets Inputting to the Master Planning of the development in terms of the size, configuration of the shop units, placement of anchors, hypermarket, LSU's, food-court, casual dining and coffee shops, cinema, FEC and other entertainment centers whenever applicable Develop the tenant mix strategy and prepare for approval Initiate and facilitate direct negotiations to lease-assigned Retail Assets in accordance with the pre-approved strategy/mix and financial parameters Source and secure anchor and ancillary tenants Validate and approve retail concepts Conclude deals with the anchor retailers and major retail groups Oversee the Lease Administrators to finalize the Leases and issue NTC's to the Retail Delivery Team Coordinate with the Retail Delivery Team to ensure that the shops open on time Negotiate prices within/above range agreed with the Executive management Issue lease proposals to potential tenants Negotiate with current tenants and new prospect brands the terms from lease negotiations with tenants/prospects and ensure maximum rental income Oversee the entire lease process through from obtaining supporting documents (Trade License, passport copy, Power of Attorney, Article of Association etc.) required to draft Leases/Licenses until the signing of the lease documents

and paying of all monies due (rent, service charges, marketing fees, deposits, fit out deposit etc.) Track lease expires and negotiate renewals; initiate lease renewals six months in advance Take leadership and ownership of the leasing plan, with the goal of maximising value creation and improving the tenant mix Prepare annual budgetary review of the asset and recommend adjustment to market conditions if required Assess leasing issues on an on-going basis and recommend strategies to mitigate risk Identify issues that may have meaningful economic consequences and work on finding solutions Maintain a comprehensive understanding of regional retailers and their portfolios Originate and expand relationships with Middle East regional retailers Work collaboratively with the various stakeholder teams and executive management, as appropriate Initiate and oversee legal proceedings where legal action is required relating to tenancies Coordinate with Retail Delivery Team the design, graphics and fit out of retail units Ensure CRM system meets Retail Leasing needs and liaise with IT/ERP on platform maintenance and update

The Successful Applicant

Key requirements: Previous experience working with large retail group, developers or property management provider Extensive retail leasing experience in a senior leadership role Extensive network in the UAE retail sector along with an international network of high end retailers Experience leasing in large shopping malls, retail districts or community retail assets Capable of leading the development and implementation of the retail leasing business strategy in order to ensure achievement of organisational vision and mission Competent to oversee the Retail setup of a retail establishment structuring individual objectives, managing performance, developing and motivating staff Skilled in leading a team in identifying new value-added business opportunities using innovative concepts which can be converted into revenue generating opportunities aligned to the business objectives Proficient in setting-up leasing targets with the help of historic figures, economic patterns and demographic dictates in concurrence with finance and retail objectives Excellent knowledge of the total gamut of the international retail brands and exceptional relationship with the decision makers of the major retail groups / brand holders / Executives in the Middle East Well-acquainted through international travel to keep abreast of retail initiatives and brand positioning strategies Capable of preparing the layout and outline of the retail facility, with the purpose of maximising the rental and asset value of the project Using experience to formulate the tenancy mix strategy for the project whilst being cognisant of the indigenous demographics and socio-economic retail spend of the catchment Excellent business relationship with the retailers in order to gain periodic market intelligence An inherent team player with remarkable skills for

interacting successfully at every level of hierarchy Demonstrated skills in building and maintaining strong relationships with internal and external stakeholders Excellent negotiation and persuasion skills Excellent conflict resolution/management skills Excellent communication and interpersonal skills

What's on Offer Opportunity to work with a leading property group in the UAE Leadership role responsible for full portfolio strategy, operations and P<his role will give access to senior leadership in the company with extensive knowledge an experience in the real estate sector Excellent work environment with multicultural workforce AED100,000 - AED100,000 per month (AED1,200,000 per year) Michael Page International (UAE) Limited, Registration No. 0207 a DIFC registered company. Al Fattan Currency House Tower -1. Dubai International Financial Centre (DIFC)., Office No. 202, Dubai, #J-18808-Ljbffr

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