

# United Arab Emirates Jobs Expertini®

## Senior Manager / Associate, Asset Management

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Company: Jones Lang LaSalle Incorporated

Location: , , United Arab Emirates

Category: business-and-financial-operations

Senior Manager / Associate, Asset Management page is loaded Senior Manager / Associate, Asset Management Apply remote type On-site locations Riyadh, SAU Dubai, ARE time type Full time posted on Posted 2 Days Ago job requisition id REQ342299 Responsibilities: Project Execution Develop and oversee the development of complex development, master community and building service charge models in line with the RICS guidelines, ensuring accuracy and efficiency in calculating service charges for diverse real estate developments and properties. Develop service charge apportionment methodologies as per the best market practices, considering factors such as property size, tenancy, usage, and common areas allocation. Conduct break-even point (BEP) analysis to evaluate the financial feasibility and profitability of real estate projects. Manage client financial reporting requirements, including the preparation of financial statements, budgets, forecasts, and variance analysis, ensuring timely and accurate delivery of reports. Develop and implement comprehensive financial policies and procedures that encompass the operational finance aspect of the client's portfolio. These policies and procedures will enhance financial controls, streamline processes, and ensure strict adherence to industry standards and regulations. Create interactive dashboards and reports for C-suite executives, presenting key financial metrics, performance analysis, key cost and revenue drivers and strategic recommendations. Utilize excellent presentation skills to effectively communicate complex financial concepts, including service charge apportionment, service charge recovery, and the implications of void costs, to clients, colleagues, and stakeholders. Conduct in-depth analysis of real estate operating expenses, comparing trends, and benchmarking results against industry standards across the GCC

region. Collaborate with the external Parties to review, assess, and update the service rate cards periodically, to reflect market trends, changes in service scope, or any new services introduced by the facilities management companies. Interpret development master plans and designs, encompassing architectural and engineering drawings, for the purpose of establishing services to estimate operating expenses and develop these into service charge regimes. Develop comprehensive life cycle costing models and reserve fund models. Project Management Effectively lead and manage consultancy mandates simultaneously, ensuring seamless project management and execution of deliverables within timelines. Lead the interpretation and evaluation of Request for Proposals, requirements and Request for Quotations issued by clients and collaborate with internal cross-functional teams to develop technical and commercial proposals. Ensure timely delivery of project deliverables and compliance with client requirements. Continuously monitor project progress against risk, timelines and deliverables, adjusting plans and resources to execute. Client Management and Business Development Travel across the GCC region to attend client meetings, presentations, and industry events to build and strengthen client relationships and explore new business opportunities. Build and foster strong client relationships to establish trust and understanding to provide tailored operational financial solutions. Identify business development opportunities and contribute to the growth of the Property & Asset Management including developing leads, pitching services, and participating in the preparation and submission of new business proposals. Strategic Thinking Employ a strategic mindset to identify real estate opportunities for process improvement, cost optimization, and revenue generation for our clients. Collaborate with stakeholders to understand the development and operational stages of the real estate industry and integrate financial analysis into strategic decision-making. Stay abreast of industry trends, market dynamics, and regulatory changes to provide valuable insights and make informed recommendations. Support the line manager in the development of new consultancy products and services, through market research, competitive analysis, and client insights. Team Management Lead a team of senior financial analysts, providing guidance and mentoring in the areas of financial and service charge modeling, performance management, and project delivery to ensure the timely and accurate completion of deliverables. Clearly understand, communicate and assign objectives, deliverables, and timelines to ensure alignment within the Financial Management team. 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

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