

Senior Manager, Leasing Jobs In Dubai 2022 | Majid Al Futtaim

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Company: Majid Al Futtaim

Location: dubai

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Job Responsibilities:

Accountable for maximizing leasing revenue for the assigned portfolio, ensuring implementation of best practices defined by SMBU Corporate Leasing and overseeing performance of Leasing team, and managing key tenant relationships.

Review asset-level Leasing Plans for the assigned portfolio based on leasing policies/procedures and guidelines set by SMBU Corporate Leasing and provide input and feedback to Leasing team based on guidelines and policies/ procedures communicated for timely implementation.

Support Asset Management team in defining 3-year plan and asset-level strategy and successful execution of leasing plans.

Provide inputs and supervise Leasing team in preparing agreements, negotiating contracts, and managing lease renewals for the assigned assets.

Provide inputs to the line manager for the development of leasing budgets and consolidate for submission to SMBU Head of Leasing for approval.

Escalate major issues and concerns of leasing team to the line manager as appropriate for timely resolution.

Manage relationships with major tenants and actively search for new tenants, coordinating with the line manager as necessary for guidance and advice.

Provide inputs to feasibility studies as requested including estimated rental value and

potential tenant mix.

Ensure compliance with the MAFP SMBU's Code of Conduct, Departmental policies and HC Policies and Procedures at all times.

Be the advocate and ambassador of aligning and cascading the MAFP values in the assigned area of responsibility and ensure that relevant team adhered to and exhibit the same all the time.

Build the capability of staff reporting into by providing on time regular feedback including annual review on performance and identify areas of improvement / reinforcement for further development.

Manage, guide and mentor the Leasing team reporting into and take full responsibility in identifying potential talent and timely supporting professional development.

Lead by example – thrive to create an honest and open work environment where individuals collaborate /support each other as a team and are passionate to achieve a common business objective.

Job Requirements:

Minimum 9 – 11 years of progressive experience in managing all aspects of Leasing function in a highly dynamic organization, preferably Retail / Large Shopping Malls / major Real Estate in GCC or abroad.

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