

Real Estate Expansion Lead (F&B)

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Company: Michael Page

Location: Daerah Khusus Ibukota Jakarta

Category: sales-and-related

About Our Client Michael Page is currently representing one of the region's fastest-growing beverage companies. As they continue to experience remarkable growth, they are now actively searching for a skilled Real Estate Expansion Lead to drive their portfolio expansion.

Job Description

Strategize and Periodically Update Real Estate Plans Develop property strategy for the region that is align with the company's broad-scale vision and growth trajectory. Regularly assess and adjust the property blueprint to adapt to changing market conditions and company objectives.

Site Identification and Assessment: Systematically identify potential sites for new company locations, employing a strategic, data-driven approach that considers demographics, market saturation, and competitive analysis. Perform due diligence and site evaluations to assess suitability for acquisition based on the strategic property plan.

Lease Negotiation and Acquisition: Engage with landlords and property owners to negotiate advantageous commercial terms, focusing on securing the best possible lease conditions, rental agreements, and contractual terms. Leverage market knowledge and negotiation skills to achieve terms that align with the company's financial and operational goals.

Internal Approval and Financial Analysis: Prepare detailed approval documentation for new property acquisitions, incorporating complex financial models, risk assessments, and strategic investment arguments. Present proposals to senior management and internal stakeholders, ensuring a clear understanding of the potential impact and benefits of each acquisition.

Legal and Financial Collaboration: Collaborate closely with the legal department to navigate the intricacies of property law and finalize lease agreements. Work alongside finance professionals to ensure fiscal prudence and alignment with the company's budgetary constraints and

investment criteria. Relationship Management:Foster and maintain robust, long-lasting relationships with a diverse range of landlords and property owners.Act as the primary liaison for all property-related issues, ensuring consistent communication and problem resolution throughout the lease lifecycle. Lease Management:Actively manage the portfolio of leases, including renewals and terminations, to ensure the portfolio remains aligned with the company's strategic direction.Negotiate renewals and exit strategies that minimize costs and liabilities while maximizing the value of the property portfolio. Project Coordination:Function as the go-to internal coordinator for the rollout of new site developments, ensuring cross-departmental cooperation and timely delivery of projects.Oversee the progress of new site projects from inception to completion, managing timelines and coordinating with operations, construction, marketing, and other key departments. Portfolio Performance Monitoring:Monitor and analyze the performance of the real estate portfolio, identifying underperforming properties and recommending strategies for enhancement.Implement best practices and innovative solutions to drive occupancy, reduce costs, and increase overall profitability. Market Insight and Compliance:Maintain a finger on the pulse of the real estate market, staying informed of trends, economic indicators, and regulatory changes that could influence the company's strategic property decisions.Ensure compliance with all relevant laws and regulations affecting real estate transactions and property management. The Successful ApplicantBachelor's degree in Business Administration, Real Estate or equivalent with a minimum of 10 years of experience in Real Estate expansion and development.Proficiency in real estate law, lease agreements, and property management practicesStrong negotiation skills and experience in commercial real estate transactionsExcellent communication and interpersonal skills, with the ability to interact with stakeholders at all levels What's on OfferGreat career prospects as the growth opportunity in the company is tremendous.The chance to really impact the decisions of a very successful business and input into process, procedures & systems

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