

Property Acquisitions Manager, South East & East Anglia

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Company: Morrisons

Location: United Kingdom

Category: sales-and-related

A brand new position, the Property Acquisitions Manager, South East & East Anglia role has been created in line with the Group's new space strategy for Morrisons Daily, identifying, appraising and delivering new opportunities within one of the patches in the Southern acquisition region, reporting to the Senior Property Manager, Acquisitions (South). The role is focused on compiling a three year rolling delivery programme which identifies suitable opportunities and results in opening new convenience store opportunities, that maximise return on capital and completes with a clear handover to the Construction team for delivery and opening. This role is a Field Based, permanent full time position operating within the Southern acquisition region. The successful candidate will be required to travel to our Bradford Head Office a number of times per month. This role operates over a 4.5 day working week. Some of your responsibilities will include: Identification and appraisal of new opportunities suitable to operate as a Morrisons Daily. Creation and management a 3 year rolling opening programme. Building relationships with existing professional teams and creating new relationships with vendors, developers and agents. Developing knowledge of the acquisition region including areas of future residential growth and commercial development. Ensuring new opportunities meet the financial hurdle rate set for new space. Undertaking and concluding due diligence in conjunction with professional advisors. Securing the best market contractual terms which offer the most flexibility and protection to Morrisons. Negotiation of Heads of Terms (including salient lease terms, goodwill, stock and TUPE), through to the completion of transactional documents with solicitors, focusing on delivering accuracy & speed of transactions. Work with the wider Design,

Construction and Cost teams to agree specifications
Compiling Board packs by required deadlines
Liaise with key stakeholders to ensure new stores open on programme and within budget
We've built an incredibly diverse business, and we're working hard to make sure we truly represent the communities we serve. One of the best things about working with so many different people is having the opportunity to listen, learn and connect with lots of different views, perspectives and beliefs. For this role, we're looking for someone who has:
Experience of property acquisition, preferably within a similar role within convenience store acquisitions or very similar
Track record of performance within the commercial property sector, ideally with a national operator
Qualified to degree level (or equivalent)
Chartered Surveyor (RICS qualification: MRICS or FRICS) (Preferred but not essential)
Good understanding of the commercial property sector - leasing and letting, landlord and tenant, valuation, legal contracts, technical
Market knowledge - competitor strategy / activity, commercial property comparable values, market challenges and constraints
Team player who builds and retains relationships
Strong negotiation skills - ability to influence a range of internal and external stakeholders
Customer first mindset when appraising new opportunities
High financial acumen to build solid business cases
Ability to communicate with impact, both written and presentational
Strong understanding of end to end new store delivery process: concept, acquisition, planning, tender, construction, estates management and maintenance
Project management and budget control to own lifecycle of new store development
A structured and process driven approach to planning and organising work
Tenacious resilient approach - does not let challenges detract from a positive approach
Comfortable with regular business travel (full driving licence)
Computer literate - Extensive use of mapping software, Microsoft Office, Google Suite.

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