



UK REAL ESTATE

YOUR PARTNER, DELIVERING REMARKABLE REAL ESTATE PERFORMANCE



APAM

SENIOR ASSET MANAGER

COMPANY: APAM Ltd

LOCATION: Manchester

REPORTS TO: Head of Retail and Asset Management

TYPE OF VACANCY: Permanent

TIME/PART TIME: Full Time

BUILD A CAREER WITH APAM – CONNECT, GROW AND CREATE VALUE

ABOUT US

APAM delivers tailored solutions that drive remarkable real estate outcomes for our partners. Our fully integrated team of 55, based in London and Manchester, provide services for every stage of the real estate cycle, across a diverse range of sectors.

Over the last decade, we have delivered successful real estate solutions for £4B worth of real estate across the UK, working with global institutional and private investors, private equity groups, local authorities and stakeholders, as well as lending banks, special servicers and other debt providers.

ABOUT YOU

You're energetic and collaborative, someone who does not accept things as they are 'supposed to be', or 'have been' done. APAM is an original. We are market leaders and not followers. Together, we'll create innovative solutions aligned with our clients' objectives and needs.

WHY APAM?

- Dynamic, challenging and interesting work
- Personal development and training opportunities
- Friendly, professional, and collaborative work environment
- Part of the Catella Group – network extends across Europe and Hong Kong
- WorkWell programme (wellbeing, charitable and engagement initiatives)
- Reward and Recognition Programme
- Fosters diversity and inclusion
- ESG framework and Responsible Investment process

ABOUT THE ROLE

This role is ideal for a commercial property specialist with a passion for UK real estate and a desire to be part of our fast paced, dynamic and friendly team.

Based in Manchester, this is an important role in our integrated multi-disciplined team which provides clients with high quality advice deal sourcing and transaction delivery across offices, retail and industrial properties.

This is a great opportunity for an individual looking to contribute to the success of a developing business area within an exciting growing organisation.

KEY RESPONSIBILITIES:

To provide optimum delivery of client's objectives with skill and expertise to achieve maximum client satisfaction and company profitability.

Asset Management – Specific Assets

- Prepare cashflow and asset management business plan inc CapEx requirements to meet clients' objectives and add value
- Undertake effective and timely implementation of above
- Procure and manage effectively appropriate third parties to aid implementation of business plan
- Procure and manage letting agents including production of marketing material
- Manage letting process ensuring transaction is completed quickly and efficiently
- Undertake, or procure consultants to provide advise and undertake, rent reviews, lease renewals and lease regears
- Manage rent review, lease renewal and lease regear processes to timely completion
- Manage all aspects of property management via third party or in house suppliers including rent collection, service charge management, property maintenance, health and safety audit
- Ensure property manager data base is current and accurate at all times
- Manage client's legal advisors and other advisors ensuring optimum performance and minimal cost
- Provide information to and assist client's valuers
- Take the lead role and manage handover of asset and property management data and work in progress for acquisitions, disposals and where APAM steps into an asset management role

Strategic Asset Management

- Identify property transaction/new business opportunities e.g. marriage value, JV's, acquisitions, disposals, development opportunities, alternative land use etc
- Prepare investment/development appraisals and recommendations to client
- Execute business plan strategies from implementation to exit or identified milestones as agreed with client

Business Development - Acquisitions

- Identify, gain access to and secure new acquisitions for current clients and new capital partners including:
- Leading or assisting in underwriting and executing UK real estate investments
- Building or, assisting in the building, of comprehensive feasibility studies and financial models
- Participating actively in all aspects of acquisition, creating an asset management business plan and their execution
- Ensuring thorough due diligence and effective transaction management
- Develop and maintain relationships with a varied range of agents to cover the market

Sales and Leasing – Specific Assets

- Identification of appropriate agent(s) and marketing strategies
- Agree fee basis inc incentive fees where appropriate
- Ensure asset and consultant team is ready for sale/lease
- Approve marketing materials and process
- Proactively manage process to agreed timescales
- This will include both consensual or non-consensual sales processes

Underwriting – Ad Hoc

- Undertake Urgent Asset Reviews (UAR)
- Undertake full Independent Business Reviews (IBR)
- Create and prepare portfolio/asset Business Plans including cashflows
- Prepare valuation for Exit Projections
- Prepare residual development appraisals

SPECIAL REQUIREMENTS (e.g. travel, unsocial hours)

- Normal Hours of work for this role are 5 days a week 9.00 am – 6:00 pm based in the Company's London office –please note we currently have special arrangements in place for working safely during the coronavirus outbreak.
- Must be flexible and able to work extended hours as likely necessary on occasion.
- May be required to travel both within the United Kingdom and abroad

SKILLS AND EXPERIENCE

Language and Technical Skills:

- Competent business user of MS Office software including; Word, Excel, Powerpoint
- Previous experience of property management databases

Experience:

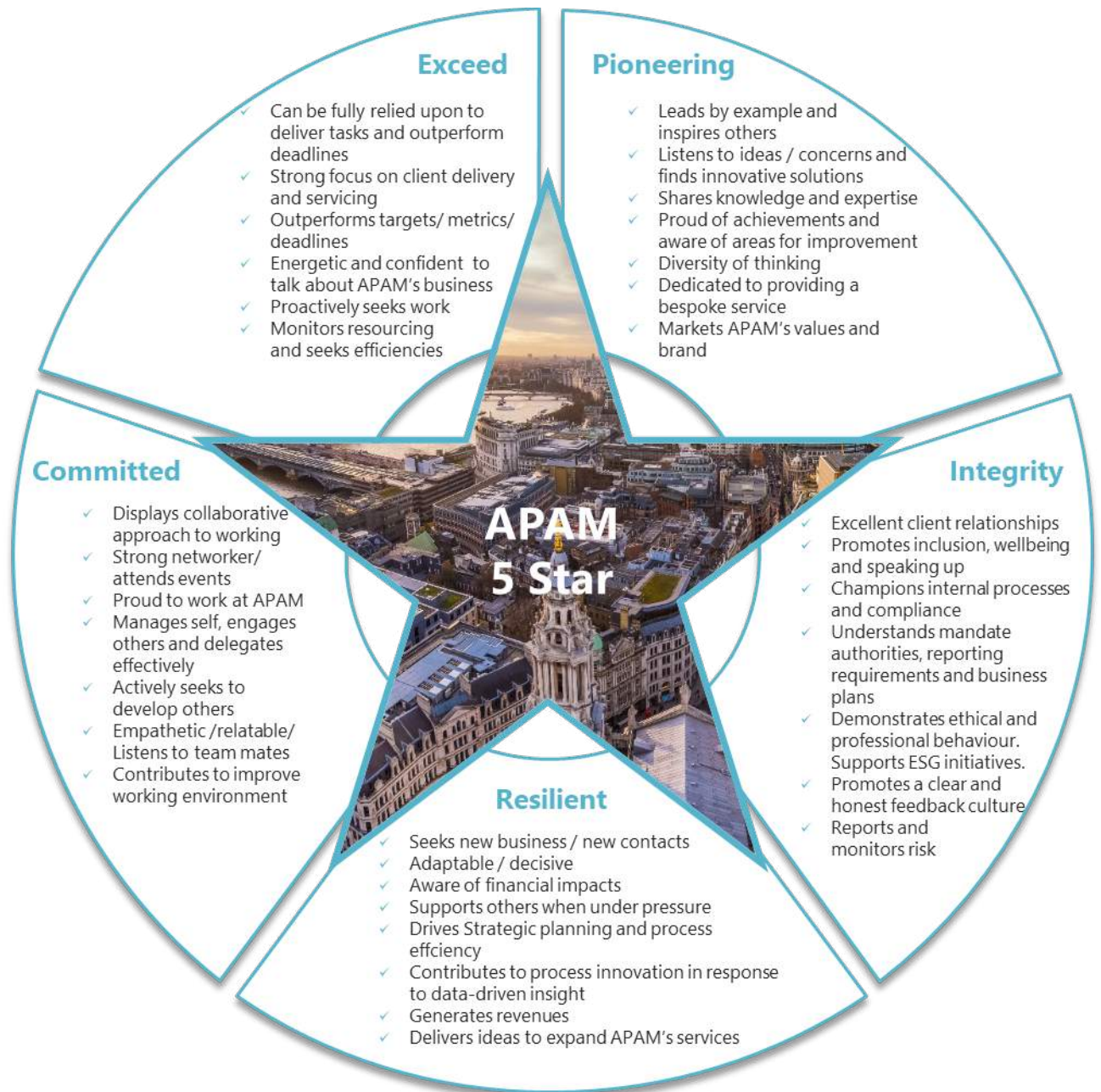
- Previous experience gained within either a client-side role and/or a consultancy in commercial property transactions, leasing or asset management
- Holds an Open Drivers License
- Preferable RICS qualified

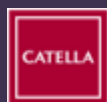
Education:

- A Level education or equivalent
- Degree education or equivalent in a related discipline
- MRICS (Member of the Royal Institution of Chartered Surveyors)

KEY COMPETENCIES

We use our key competency framework to recruit and develop our team because we want to ensure our people have the ability to exceed expectations and make a real impact on the work we do.





APAM

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