

Job Title: Land Acquisition Manager

Division: Development

Location/Office: Germany

Reporting to: Head of Business Development Germany

Goodman is an integrated property group that owns, develops and manages industrial property and business space.



- + Own: Goodman buys property for the long-term, providing ongoing relationships with customers and investment opportunities for its funds
- + Develop: Goodman's tailor-made developments across Asia Pacific and Europe are designed to meet the individual needs of its customers
- + Manage: Goodman's in-house property services teams ensure the operational needs of its customers are met and its assets are maintained to an exceptional standard. This generates increased customer satisfaction, higher retention rates and, in turn, secures returns for investors.

Primary Objective of this position:

Ensure Business Development by identifying potential sites for new developments throughout Germany in order to increase market exposure and maximize development opportunities. You will be located in Düsseldorf and working closely together with the Business Development Manager.

Accountabilities & duties

- + Identify potential sites for new developments throughout Germany in major logistic hot spots (in close contact with BDM team).
- + Respond to inbound enquiries and initiate appropriate actions to process requests.
- + Maintain a network with agents/brokers, local land developers and large corporations to independently source leads for acquisition of new land plots.
- + Prepare and conduct negotiations with prospective sellers;
- + Drive market research and perform feasibility studies.
- + Conduct due diligence and manage acquisition process.
- + Liaise with authorities, both on local and district level; e.g. Business Development agencies, municipal departments (public building law & building law)...
- + Negotiate purchase or option agreements with landlords (municipal and private)
- + Manage an acquisition project until its completion in collaboration with in-house and external consultants, lawyers, brokers, architects and stakeholders.
- + Follow up and ensure all contractual aspects and angles regarding cost, timing, risk and quality are met in the delivery of the project.

Relationships:

- + Internal: Business Development, Country Manager, Legal Department, Finance Manager, Development Manager, Fund Management
- + External: Customers, Governmental bodies and institutions, Brokers, Land owners, Architects, Consultants, Lawyers

Skills, Knowledge and Experience:

- + University degree e.g. commercial engineering, business administration, economics, law. Specialisation in real estate, architecture or urban planning is a plus.
- + Good knowledge of the regulations in Germany, market requirements and market trends regarding (industrial) real-estate;
- + Self-propelled entrepreneur and deal-maker with excellent communication and negotiation skills. Highly success and results-oriented;
- + Ability to coordinate and work on several projects simultaneously;
- + Ability to work autonomously in a high-paced international environment;
- + Fluency in English and German, additional languages are an asset.



Further the ideal candidate will have the following characteristics:

- + Team player
- + Driven and can-do mentality
- + Resourceful
- + Positive attitude
- + Eye for detail
- + Pro-active thinking, hands-on, able to prioritize
- + Initiative taking, goes beyond what is expected
- + Good communicator