

Job Title: Jr Development Manager

Division: Goodman France

Location/Office: Paris

Reporting to: Head of business development France

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.

The opportunity

A great commercial opportunity for an ambitious young and bright professional has now arisen to join our French Development team. The Jr. Development Manager will be involved in Real Estate development projects and will actively participate in the future success of our country organisation. The role is highly challenging and entailing a steep learning curve on both commercial skills and knowledge of the real estate market and its dynamics.

Accountabilities & duties

- + Carry out market research on competitors, customers and market trends.
- + Generation of new development leads
 - o Through prospection & commercial activity;
 - o Meetings with the potential customer;
 - o Analysis of needs (size, location, implementation ...);
 - o Feasibility calculations;
 - o Draw out the proposals;
 - o Follow up
- + Exploration of land bank opportunities
 - o Current land bank database: regular check and updates;
 - o Search for new opportunities: via different channels – contact with public & private land owners;
- + Represent Goodman in a professional manner to potential clients through direct communication, in face to face meetings, telephone calls, emails and at networking events;

Relationships

- + Potential customers, mainly in the logistics sector
- + Brokers
- + Public authorities & land owners
- + Internally: Working closely together with the technical manager, designer, legal managers ... in order to conduct a lead proposal from start to the end.

Skills, Knowledge and Experience:

The ideal candidate will have an engineering degree, preferably with a first experience in real estate or a commercial project development role.

- + Languages: English, French;
- + 0 - 2 years of relevant experience;
- + Advanced excel skills;
- + Understanding and interest in industrial real estate;
- + Bright analytical thinker;
- + The ability to take full ownership of a project;
- + Driven and able to work under pressure;
- + Willing to learn fast and take on increasingly more responsibilities;