

Job Description

Titles	Description
Job Title	Manager – Retail Leasing
Department	Sales & Business Development
Company Name	A Leading Real Estate Developer
Location	New Delhi
Company Overview	Join an Established Leader in Real Estate Sector, renowned for developing and operating premium commercial assets. We are hiring an experienced Retail Leasing Expert to take full ownership of the leasing strategy for our high-profile commercial malls, a role central to maximizing the asset value and market influence.
Job Summary	We are seeking a dynamic and results-driven Retail Leasing Manager to oversee the leasing of our client’s commercial mall. The ideal candidate will possess strong negotiation skills, in-depth market knowledge, and a passion for retail development. This role is critical in attracting and retaining retail brands to maximize the mall's occupancy and revenue potential.
Key Responsibilities	<ol style="list-style-type: none"> 1. Develop and implement a leasing strategy to attract high-quality retail brands to the mall; 2. Negotiate lease terms and conditions, ensuring mutually beneficial agreements for both the company and tenants; 3. Conduct market research to analyze trends, competitor activities, and customer preferences; 4. Build and maintain strong relationships with prospective tenants, brokers, and industry stakeholders; 5. Prepare and present leasing proposals, financial analyses, and market reports to the management team; 6. Coordinate leasing processes, including documentation, compliance, and approvals; 7. Address tenant inquiries and concerns promptly, ensuring high levels of tenant satisfaction; 8. Collaborate with the marketing team to promote the mall and its offerings through various channels; 9. Keep up to date with leasing laws, regulations, and industry best practices; 10. Monitor market dynamics and provide insights for strategic decision-making regarding leasing initiatives.
Key Skills	<ol style="list-style-type: none"> 1. Market Knowledge: Understanding of the local real estate market, including retail trends, competitive landscape, and pricing;

	<ol style="list-style-type: none"> 2. Sales and Marketing Skills: Experience in marketing the property to potential tenants, highlighting its benefits and value proposition; 3. Communication Skills: Strong verbal and written communication skills to interact with potential tenants, brokers, and internal teams clearly; 4. Negotiation Skills: Ability to negotiate lease terms and conditions effectively, balancing the interests of both the landlord and tenants; 5. Relationship Management: Ability to build and maintain relationships with retail brands, brokers, and stakeholders; 6. Analytical Skills: Proficiency in analyzing market data, financial reports, and lease proposals to make informed decisions; 7. Customer Service Orientation: Focus on tenant satisfaction and the ability to address concerns and issues effectively; 8. Knowledge of Leasing Laws: Familiarity with commercial lease agreements, zoning laws, and real estate regulations; 9. Project Management: Ability to coordinate and manage leasing processes, timelines, and documentation efficiently; 10. Financial Acumen: Understanding of financial metrics related to leasing, such as ROI, sales per square foot, and lease structures; 11. Problem-Solving Skills: Capability to identify and address challenges that may arise during the leasing process; 12. Team Collaboration: Ability to work collaboratively with cross-functional teams, including legal, finance, and property management.
Qualifications	<ol style="list-style-type: none"> 1. Bachelor's degree in business, Real Estate, Marketing, or a related field; 2. Minimum 5 years of experience in Commercial Retail Leasing.
What is offered	<ol style="list-style-type: none"> 1. Competitive salary and performance-based incentives; 2. Opportunities for professional development and career advancement; 3. Health and wellness benefits; 4. A dynamic and collaborative work environment.
How to Apply	<p>Interested candidates are invited to update their profiles and resume along with cover letter outlining their qualifications and experience on the Career Section https://cusecconsulting.com/careers.php on our Website https://cusecconsulting.com/.</p>