

### **Position Vacant – Property Strategy Manager**

- Report to General Counsel and GM Property
- Located at Port Botany

The role of Property Strategy Manager is accountable for the overall strategic and operational management of the property portfolio and team for NSW Ports in relation to its land holdings and will be involved in new business commercial negotiations.

#### **Key accountabilities for the role will include:**

- Develop the NSW Ports property strategy and implement the property portfolio strategic and operational plans including land use planning, strategic land acquisition, lease performance metrics and site utilisation to facilitate trade growth, drive performance outcomes, maximise investment returns and enhance site utilisation.
- Establish strategic goals by gathering pertinent business, financial, service, and operations information; identifying and evaluating trends and options; choosing a course of action; defining objectives; evaluating outcomes.
- Optimise the property portfolio by increasing revenue from commercial activities to support NSW Ports in achieving its strategic, financial, and sustainability objectives in conjunction with the Commercial and Business Development team.
- Be actively involved in and manage complex and/or commercially significant lease negotiations.
- Prepare feasibility studies for potential tenants, assessing the suitability of the site for the proposed end use.
- Prepare Board papers and/or stakeholder presentations as required.
- Drive engagement with tenants and the broader commercial property industry with the objective of achieving increased understanding of the value of the port.
- Oversee the preparation of budgets, stakeholder reporting, reviews and compliance.
- Management of the Property team and collaborating with team in procuring appropriate tenants, reviewing tenancy applications and negotiating lease terms and conditions in line with best commercial practices – this also includes the management of expressions of interest and tenders for new tenants. Also manage the process for the execution of leases, licences and associated contracts including the registration of leases with the LPI.

#### **What experience, qualifications and skills you will have to be successful:**

- Tertiary degree in a relevant discipline.
- 7+ years' experience in commercial/industrial real estate management with extensive experience in the delivery of strategic property management plans.
- Financial and commercial acumen with experience in the development and implementation of property investment strategies and property portfolio optimisation.
- Working knowledge of NSW statutory and regulatory requirements relating to property and lease management as well as relevant Consumer and Competition legislation.
- Relationship management skills with the ability to represent and advocate for NSW Ports and our customers.
- Strong interpersonal and communication skills with well-developed written and presentation skills.
- Ability to work independently and prioritise multiple projects to meet competing deadlines.
- You will also demonstrate qualities and behaviours that match the NSW Ports Values:
  - Care
  - Passion
  - Accountability
  - Collaboration
  - Integrity