

**Job Title:** Senior Asset & Development Manager  
**Company:** London & Oriental LLP

### About L&O

We are an independent property adviser to private family offices and investors, established since 1995. We source, acquire, develop, lease and sell prime commercial and residential property assets in London and the UK on behalf of our investors who are based in Hong Kong. Our investor relationships exceed 30 years' duration in some cases and we always strive to create value for the long-term.

Our current London Development Pipeline as at April 2022 includes:

- **100 Leadenhall Street, EC3** (new-build, 57-storey sustainable skyscraper adjacent to The Gherkin. Existing planning permission currently being updated)
- **Windsor & Christchurch House, SW1** (150,000sq ft refurbishment of mixed use estate in Victoria. Detailed feasibility study due to commence shortly)
- **38 Finsbury Square, EC2** (55,000sq ft City core redevelopment. Planning permission obtained April 2022)



Previous developments have included:

- [Buckingham Green, SW1](#) (250,000sq ft mixed use development in Victoria)
- [111 Cannon Street/17 St. Swithin's Lane, EC4](#) (new-build development in core City location)
- [36 Queen Street, EC4](#) (acquired shortly following the GFC, developed and sold to M&G)
- 35 King Street, EC2 (acquired, developed, let and sold)
- 5 Lloyds Avenue, EC3 (acquired, developed, let and sold)

In terms of Asset Management we have in excess of £800m of assets under management.

More information can be found at: <https://www.londonandoriental.com/>

### ESG

Our current Charitable/Pro Bono Initiatives include:

- *Mayor's Fund for London / Firm Foundations (Founding Partner)*
- *Mentors for The Social Mobility Foundation*
- *Board Directors, Eastern City Partnership Business Improvement District (BID)*
- *Board Directors, Victoria BID & Christchurch Gardens BID*
- *Founding Sponsor, Sculpture In The City*
- *Charity days out – e.g. soup kitchen assistance at food banks*

*In Progress*

- *BCorp – We are in the process of exploring BCorp status*

### **Job Description/Responsibilities**

- i) Leading full development team of consultants, agents and advisers on projects
- ii) Reporting to Partners at L&O on progress
- iii) Direct reporting (quarterly, monthly, ad hoc) to investor base in Hong Kong/Asia
- iv) Independent analysis of new potential investments (in Excel)
- v) Preparation of Business Plans for individual assets

### **Experience & Key Skills**

- RICS qualified – with minimum of 2 years' experience post-qualification
- Strong analytical skills – ability to build bespoke spreadsheets (residual and development appraisals, IRRs, Sensitivity Analyses) from the ground up in Excel for example
- Exceptional reporting, interpersonal and presentation skills
- Experience with complex property development projects
- A proven ability to lead teams and add value
- A good understanding of property finance/lending and ideally some experience in this area
- Self-disciplined and able to work independently
- Ideally a degree of exposure to a High Net Worth investor base
- A genuine interest in business and finance will assist

### **Salary/Package**

Competitive. We always seek to outperform the market.

### **Benefits**

- Potential for international travel to Hong Kong to visit and present to our investors and other European destinations to inspect key materials for development projects
- Opportunity to personally invest in new property transactions in joint venture with our investors
- Annual Bonus
- 28 days of annual leave
- TfL/Oyster Travelcard paid for
- RICS Membership fees paid for
- Cycle2Work scheme
- Private medical care
- Pension
- Corporate expense account

### **Contact**

Please contact Loris Tinacci and Mark Cannell at London & Oriental (contact details below) if the above role is of interest.

Loris: [loris@londonandoriental.com](mailto:loris@londonandoriental.com) / 020 7599 7509

Mark: [mark@londonandoriental.com](mailto:mark@londonandoriental.com) / 020 7495 5476

### **Form of Application**

Please submit a CV and Cover Letter to the above. We will endeavour to respond to all applications within 48 hours.