

# Pub Acquisitions Manager, East Midlands Estates Manager, North West

As you might know Scottish and Newcastle Pub Enterprises is the leased pub division of Scottish and Newcastle plc. You might also know Scottish and Newcastle Pub Enterprises (SNPE) has established itself at the forefront of innovative leased pub retailing in the UK, responsible for developing and maximising the return from a leased estate of circa 1,100 pubs in partnership with individual business people. As you might expect, SNPE believes in supporting our lessees through capital investment of over £10 million per year.

Critical to the success of our development and expansion programme is the recruitment of two key, talented individuals, preferably from a licensed sector background. If you are ambitious, enthusiastic and wish to focus your demonstrable property experience in a 'make it happen' culture, then we would expect to hear from you.



## Estates Manager - North West (Ref 370649)

As a member of a multi-disciplined team running an estate of circa 200 licensed outlets, you will be responsible for delivering the property objectives within that business unit. This is an excellent opportunity for an effective negotiator and influencer to optimise the value of the regional property portfolio, both licensed and unlicensed. Your role will be pivotal within the management team, reporting directly to the Regional Operations and Sales Director and encompassing management responsibility for the Estates Surveyor.

ARICS, with 3-5 years commercial experience, preferably within the licensed sector, you will be an effective negotiator with a compelling blend of commerciality and flexibility of approach, with the potential to develop within this leading UK Company.

## Pub Acquisitions Manager - East Midlands (Ref 370648)

SNPE has ambitious targets to greatly increase pub acquisitions each year and as such seek to expand the acquisitions team. This unique role requires a proactive, opportunistic individual who can implement the business strategy related to the growth of their portfolio of long-term sustainable pubs. You will be commercially astute, ideally ARICS qualified, part qualified or of demonstrable equivalent calibre. You will research, identify, negotiate, acquire and transfer acquired opportunities to the relevant Operations and Sales Managers.

You will have licensed property experience and will demonstrate a thorough knowledge of the issues, which affect the profitable operation of pubs in this market. Tenacity and self-motivation are a must, as is the ability to plan, prioritise and organise a demanding workload.

### In return SNPE offer:

- A stimulating 'make it happen' culture.
- A proven track record in driving growth through innovation.
- Career horizons, as part of a FTSE 100 Company, which is the UK's largest brewer SNPE can offer management development opportunities to take you to the top.
- An extremely competitive blue chip package including fully expensed car, non-contributory pension, attractive bonus schemes, BUPA and share save.

For more information, please speak with Sandy Campbell or Ian Smith on **0870 242 0709**.

Please **apply**, in total confidence, enclosing a detailed CV and covering letter, indicating current remuneration by 9 November 04 to Sandy Campbell, preferably by email to [sandy.campbell@selextion.com](mailto:sandy.campbell@selextion.com), quoting the relevant reference number.

Alternatively, you can write to us at our North West office at **Portside, Monks Ferry, Wirral CH41 5LH. Tel 0870 242 0709.**

You can also apply online at [www.selextion.com](http://www.selextion.com) by entering the job reference number in current vacancies.

All direct and third party applications will be forwarded to selextion.



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