

Real estate manager



IM-6 3 Days (21 Hours)

Description

The real estate manager actively contributes to the definition of occupancy standards and development benchmarks, he participates in the development of real estate master plans while ensuring fair rental prices. He manages substantial occupancy budgets, and as such, he has a driving role in generating operating savings and optimizing the cost of the workstation per employee. This reference Real Estate Manager training, thanks to the appropriation of operational methods and tools, ensures greater control of the relationship with lessors, general management and internal customers, to anticipate the implementation of actions linked to sustainable development and corporate social responsibility. It strengthens the links between the Property, Facility and Asset Management functions.

Who is this training for ?

For whom

Director/manager of General Services, Real Estate and assistants, business manager and asset manager.

Prerequisites

- Beginner or experienced real estate manager.

Training objectives

- Analyze the relationship between the Asset, Property and Facility Management functions.
- Contribute to the valuation of the company's real estate assets and the real estate strategy.

Training program

Avant le présentiel

- A self-diagnosis.

Cœur du métier de Responsable Immobilier : la fonction Property

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- The main players in the Property market.
- The main real estate cost items.
- Summary: the D.I.E. (Corporate Real Estate Diagnosis).
- The essentials of the regulation of commercial leases.
- The negotiation of a key clause of a lease.

Partenariat avec les métiers du Facility management

- The different modes of organization of the Facility.
- The market and the main operators of the Facility.
- The needs of the occupants negotiated in service agreements.
- The key clauses of a contract with a global operator.
- The essentials of HSE regulations.

Fonction immobilière et Asset Management

- The organization within a real estate division, diffused or grouped.
- The diagnosis of your real estate organization.
- The value of the real estate owned, the IRR of a real estate investment.
- Adaptation of the assets to the needs of the company: maintaining assets in the assets, transfer, leasing.

Après le présentiel, mise en œuvre en situation de travail - AFEST compatible

- A strengthening program: "ROI of my action plan", two e-learning modules "The relational skills of the manager. Go. A" and "The relational skills of the manager. Go. B"..