

CANDIDATE INFORMATION PACK

UK Retail Investment Director

Midlands, London, Manchester, Remote

Presented by Joshua Robert on behalf of FHP

About FHP Property Consultants

FHP Property Consultants is one of the Midlands' most respected and active commercial property agencies with a strong presence across the UK and a growing national retail platform.

Over its 30 years, FHP has organically become recognised as a market leader in commercial property services, continuing to pride itself on delivering a personal, no-nonsense, and forward-thinking approach for its clients.

Its award-winning Retail and Leisure Team have in-depth knowledge of shopping centres, the high street and retail parks for leasing, acquisitions, and sales. Its Office and Industrial Teams deliver a greater number of deals and floor space than their competitors; and its Consultancy Teams provide a full range of professional services for both property owners and tenants; valuing properties, achieving business rate savings, looking after both landlords and tenants, and providing CPO advice and personal property management services.

FHP is fluent in both institutional and private-capital language, and has built a strong track record of promoting from within. The majority of senior leaders have progressed through the business internally, and FHP has maintained an exceptional retention rate, with 50% of employees being with the business for more than 10 years.

Sector Coverage

Retail & Leisure, Offices, Industrial, Investment, Property Management, Land, Healthcare, Education

Retail Agency Revenue

£1.5m generated this year alone

Shopping Centre Portfolio

7m+ sq ft of retail and leisure space managed nationwide

People

Around 60 across the business, with a Retail Team of 10

Market Position

One of the Midlands' leading full-service commercial agencies, with a national retail reach



A Significant Opportunity

Job Title	UK Retail Investment Director
Company	FHP Property Consultants
Sector Focus	Retail Investment & Trading
Location	Midlands, London, Manchester, Remote
Salary	Open and negotiable for the right individual, with no ceiling in potential earnings

FHP is ready to grow, and this is a mandate to build something.

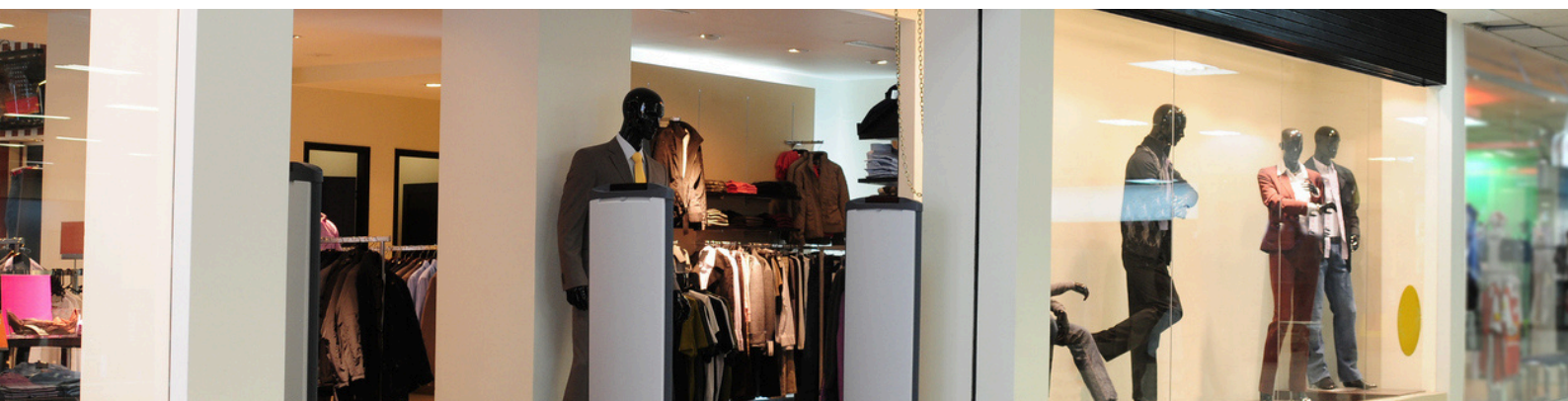
The business already operates across 26 shopping centres and retail assets nationwide, and has completed investment transactions at significant scale, including a £100 million forward funding deal. What FHP now needs is a UK Retail Investment Director capable of taking that platform and building out a genuine investment and trading capability alongside it, closing the gap between FHP's occupational and asset management strength and its presence at the investment table.

The successful individual will be given real scope and backing to build the service, win instructions, and establish lasting relationships with funds and property companies. FHP has a market-leading reputation, and this is a genuine opportunity to take on a highly successful existing platform, shape its evolution, and make it their own. They will be appointed as a director from the outset, with a genuine voice in the direction of the business and the potential for equity from day one.

Why now?

FHP has built a strong track record over more than 30 years letting and asset managing shopping centres for both institutional and, increasingly, privately owned entities. The next stage of that growth is investment: establishing a formal, retained presence at the point of sale.

FHP is looking for a credible, and well-networked individual, with an investment markets background to build this out. They're looking for someone who speaks the language of the investment markets, identifies where a trade could happen, knows the ownership, speaks to the right people, and is forward-thinking.



Role Scope & Key Deliverables

The initial priority is building out networks across three key areas of the retail investment market. FHP recognises this will take time to do properly and is prepared to back the right person over the medium term rather than expect overnight results.

Role Responsibilities

The UK Retail Investment Director will take ownership of the following:

- Build out FHP's investment and trading capability across the retail sector, working alongside the existing occupational and asset management teams
- Identify and engage prospective investors, funds and property companies (propcos), buying and selling shopping centres and other retail assets
- Spot opportunities directly: know the ownership of retail assets, appraise them, and be at the table when a transaction is contemplated, rather than supporting from the sidelines
- Ensure FHP is formally instructed on investment sales, rather than simply justifying a purchase to a buyer after the fact
- Build and manage relationships with both institutional and increasingly private investment, speaking both languages fluently
- Work initially across FHP's established retail property portfolio while building out the investment side from day one
- Bring an existing network capable of generating investment work from the outset
- Represent FHP in the market, raising the firm's profile as a genuine voice in retail investment

Definition of Success

- A growing pipeline of investment instructions and genuine relationships with funds and propcos
- FHP being formally retained on investment sales
- A broadening of FHP's reach without losing what makes the team distinctive
- Over time, the development of a wider team, whether through existing FHP talent or external hires

The Ideal Candidate

FHP is genuinely open-minded on background. What matters most is personality, a proven track record, and the ability to stand on their own two feet.

Candidate Profile

- Strong, established contacts within funds and property companies (propcos) active in the retail investment space
- A background in capital markets, agency or transactions, ideally with a retail focus, though FHP will also consider strong asset managers
- Possibly a senior individual at a large business who is drawn to a smaller, more entrepreneurial environment
- Able to speak fluently on investment markets, but equally happy to identify and progress a trade
- Self-motivated and commercially driven, with the confidence to operate as a senior representative of FHP with clients, partners and the market
- Not required to be parochial to the Midlands, but must be willing to genuinely become part of the team

What Matters Most

While the initial brief focuses on shopping centre investment and trading, this doesn't need to be the individual's only skill set. Experience in other sectors or the ability to trade across them would be beneficial, as long as the emphasis remains in retail. There may also be scope to bring in a small team.

- Is motivated by building something, and measures success by results
- Takes ownership and genuine accountability for the growth of the investment offering
- Approaches the role with a business development mindset, not simply a delivery one
- Wants to be self-motivated and run their own patch, but in a way that complements, rather than duplicates, the rest of the team

Why Join FHP

FHP offers something many larger, more corporate agency businesses cannot: a well-established, high-growth business with a fantastic brand and profile, offering genuine backing to take the next step and build real ownership. FHP does things properly.

The business combines the credibility and track record of a long-established agency with the commercial drive of a business that continues to invest in its people and its service offering. Decisions are made at pace, collaboration is encouraged, and the people who thrive here are those who take ownership.

Why This Role Stands Out

- A genuinely senior appointment with significant opportunity to shape strategy
- Access to an established platform of 26 shopping centres and retail assets, and a strong national client base
- A well-regarded brand with a track record of significant investment transactions, including a £100 million forward funding deal
- No glass ceiling, ownership is genuinely on the table, and the individual will be backed to build out their own team over time
- Being part of a business that has grown steadily since 1990 and is actively expanding



Culture & Leadership

FHP has built its reputation on doing things right and getting things done.

FHP's culture is team-oriented, respectful and supportive, within a high-growth environment. Open communication is encouraged, and challenge is welcomed. The leadership team remains closely involved in the business, and individuals are trusted to take initiative, expected to deliver, and given recognition and reward when they do.

Relationships sit at the centre of FHP's approach, both with clients and within the team. The firm's longevity and standing in the market is a direct product of those relationships, and the incoming UK Retail Investment Director will be expected to embody and extend that culture, self-motivated enough to build out their own area, but very much one of the team.



Contact

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