



JOB DESCRIPTION

JOB TITLE: ACQUISITIONS ANALYST

REPORTING TO: DIRECTOR OF BUSINESS DEVELOPMENT,

FUNDED BY: NEW LOCATIONS

SUPERVISORY RESPONSIBILITY:

LOCATION: FLEXIBLE

HOURS: *Standard office hours with the option to be flexible*

KEY RELATIONSHIPS:

Internal: BD NEW LOCATIONS, CO-CEOs, HEAD OF EXPANSION, HEAD OF COMMERCIAL, CFO, FINANCE, DESIGN TEAM

External: PROPERTY PARTNERS, AGENTS, OWNERS, LANDLORDS, PUBLIC BODIES

ABOUT PLUS X:

Plus X enables and supports tomorrow's pioneers to meet the challenges of our time.

To have transformative ideas and make them happen; you need space, time, focus and the right people around you.

We give people the tools to collaborate, build, create, test, learn and make their ideas real. Because innovation only happens when we try something new, collaborate with someone unexpected and get a different perspective.

That's why we exist: To empower and enable bold thinkers turn an idea into something brilliant. To build local communities and help and help them grow. And champion the people using ideas for a better world.

MAIN PURPOSE OF THE JOB:

Providing detailed investment analysis and recommendations to help drive the acquisition of 25 sites by April 2026. You will work within the New Locations team, in a pivotal role to help achieve our ambitious aim, building on Plus X's terrific expansion to date. In addition, you will support the Plus X Commercial team in providing pricing and financial forecasting at existing centres.

MAIN DUTIES:

Key responsibilities include:

- Build, manage and present financial models to evaluate prospective real estate deals, spanning partnership agreements, operational models and capital structures (i.e. owned assets/ JVs etc). Continually improve the model to increase efficiency and accuracy. Support deal execution through ongoing analysis.
- Act as the model owner and central point of contact for the Plus X multidisciplinary team to provide inputs. Drive due diligence of key commercial inputs for individual deals, obtaining and retaining supporting data. Owning assumptions used for forecasts by developing local market knowledge and local competitor insights.
- Develop and utilise key metrics to benchmark opportunities in a way that aligns with the Plus X business plan, including capital allocation, return on investment and profit and loss. Work with the Plus X BD Director, Co-CEOs and CFO to ensure new opportunities feed into the short and long-term success of the business.
- Contribute to market analysis and location strategy development. Analyse different portfolio structures to suit demand conditions, market characteristics and the Plus X business plan. Complete benchmarking exercises to ensure competitiveness versus peers.
- Obtain data and information to underpin model inputs, including pricing of various Plus X products and services. Coordinate with the Plus X commercial team to ensure alignment.
- Monitor assets vs. the business plan and identify problematic areas before they materialise. Bring forward solutions and work with asset teams to deliver solutions. Benchmark asset performance against the performance of other Plus X assets.
- Own and continually improve Plus X pitch material relating to all commercial aspects. Take the initiative to strengthen both visual presentation as well as robustness of financial analysis.
- Support pipeline reporting with analytics and data management. Contribute to business case documents with analysis and accounting.
- Maintaining the financial plan for existing Plus X centres. Working with Commercial teams to develop and agree dynamic pricing linked to occupancy, competition and demand. Driving commercial strategy across sites ensuring revenues maximised and costs limited. Produce forecasts for each centre on a periodic basis.

KEY RESULT AREAS:

- Successful deal conversation, leading to the acquisition of 25 Plus X sites by April 2026.
- Effective pricing of existing centres to support delivery of financial targets across the business.
- Productive stakeholder relationships, ensuring the business can operate efficiently and in accordance with Plus X values.

OUR IDEAL CANDIDATE:

- Minimum of two years of experience.
- Experience in producing detailed Analysis using Excel for real estate deals – backgrounds can include bespoke real estate analysts, management consulting, investment banking, and real estate finance.

- Experience in non-traditional property deal structures, such as Management Agreements, an advantage
- Strong financial and analytical skills. Ability to coordinate and organise between multiple stakeholders.
- Self-starter

PERSONAL & TEAM RESPONSIBILITIES:

- Provide a good role model for staff and trainees and project a positive image to internal and external contacts and customers
- Demonstrate the Company's culture, values and behaviours:
- Take responsibility for own self-development on a continuous basis.
- Carry out responsibilities with due regard to the Data Protection Act and current Data Protection policy
- Carry out responsibilities with due regard to the Company's Equal Opportunities Policy and Environmental Policy
- Work at all times within the code of the Health & Safety Act

HOW TO APPLY

Email your CV and cover letter to our Locations Business Development Director Justin Halewood: justinhalewood@plusx.space

This job description is not comprehensive or exclusive and duties may be varied from time to time, but these will not change the general character or level of responsibility of the job. This job description and your performance will be regularly reviewed.