

Julie Abbott

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Profile

Julie is an experienced property specialist with over 25 years' rail experience. Her core strengths are: developing land strategies for rail development schemes, managing rail industry processes to facilitate projects, negotiating land acquisitions for major rail schemes, negotiating complex lease agreements, landlord and tenant management, and enhancing secondary income streams for rail operators.

Julie became a shareholder and board director of SLC Rail in January 2015 and Managing Director of SLC Property in January 2017, managing all aspects of the operation of the company. Julie continues to provide property advice and guidance to a number of high-profile clients for an extensive portfolio of development projects.



Qualifications and Membership

HND Business Studies

CIPS Chartered Institute of Purchasing & Supply

Diploma Personal Coaching & Mentoring

Membership of the WPO

Achievements and experience

Managing Director, SLC Property – 2017 onwards

Julie also undertakes direct client work, including management of framework contracts with clients such as Warwickshire County Council, Coventry City Council, Solihull Metropolitan Borough Council and Worcestershire Council. She leads a small team of Property Specialist to provide property advice to clients, including Local Authorities, Developers, Railway Companies and Investors.

Julie has been personally responsible for the recent land acquisitions of several new railway stations which are located in the West Midland and on the new East West Rail route at Oxford and Bicester.

Business Services Director, SLC Rail – 2015 onwards

Julie led the ongoing development of SLC Rail's Business Services function during a period of significant growth in the company's operations, including HR, financial structures, commercial and contract management and support systems.

Principal Consultant to Train Operating Companies, Network Rail, SLC Property - 2000 to 2015

Julie provided property consultancy to a number of clients. She has extensive experience and a wide portfolio of railway development projects including new stations, depots, car parks, retail units, serviced offices and regeneration schemes, including:

- Involvement in rail franchise bids, including maximising commercial income streams through enhanced parking, retail on stations and development opportunities of new or enhanced stations. Several of Julie's clients were successful in being awarded the concession, including London Overground, Chiltern Railways and Tyne & Wear Metro.
- Negotiation of freehold or leasehold land for development projects, such as Wembley Depot, Warwick Parkway, Aylesbury Vale Parkway, Birmingham Moor Street Station and Solihull Station Multi-storey Car Park.
- Managing and providing income advice on commercial retail units at various locations.
- Working with local authorities on regeneration schemes, new railway stations and enhancement projects by providing advice on land acquisitions, access for construction, wayleaves/WAN connections and railway operational requirements. Julie has supported major projects including Stratford Upon Avon Parkway, Coventry Nuneaton Kenilworth (NuCKle), Leamington Spa Regeneration and Banbury Cherwell Regeneration.

Chiltern Railways, Head of Property

1996 to 2000

Julie headed up a small team of property surveyors. The team was responsible for managing all property-related aspects for the company including: car parks, stations and depot facilities as well as commercial retail units. Core responsibilities and achievements:

- Interface with Network Rail on station and depot leased areas.
- Processed change documentation for potential development works.
- Processed planning and listed building consents.
- Handled lease negotiations, renewals and rent reviews for all third party tenants.

- Handled land acquisitions (either freehold or leasehold) for new stations, car park and station enhancements.
- Interface with local authorities on development projects.

Chiltern Railways, Senior Buyer**1995 to 1996**

Julie was responsible for a number of major contracts for various services including cleaning, security, car parks and advertising.

Core responsibilities and achievements:

- Negotiated a new car park contract across 36 stations.
- Developed a new procurement system for monitoring expenditure within the company.
- Introduced a new car park management procedure across the business for staff car parking, maximising income by freeing up space for paying passengers.

British Rail, Assistant project Manager.**1991 to 1993**

Julie assisted the Projects Team within the Procurement Function at the Rail Technical Centre with a project selling the skills of the team to rail industry partners under the newly privatised rail network.

Core responsibilities and achievements:

- Assisted in the transition process of Central Procurement from a nationalised function into a commercial plc under the privatisation of British Rail.
- Produced and presented presentations to rail industry partners, selling the benefits of the new procurement company.
- Assisted in developing new contracts with new business partners.
- Set up internal procedures for contracting with new partners.