

BLANCHE LONGLEY
NON-EXECUTIVE DIRECTOR & BOARD ADVISOR

CONTACT

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PROFILE

An intelligent, enthusiastic property professional with a successful track record in the commercial real estate industry. I am experienced and confident in reporting at senior level and am proud to say that I have been a reliable colleague in a number of successful teams. I am able to resolve both day to day and highly complex issues in a pragmatic and often creative way.

Over the course of my career I have diversified my commercial skills into asset management bringing a pragmatic approach whilst optimising value. I have developed within each role such that I am a confident asset manager able to draw on a wealth of experience developed in a variety of businesses.

I have excellent inter personal skills and understand the importance of strong working relationships both with colleagues, tenants and the wider audience. I believe that my experience and enthusiasm would have a positive benefit in any property related environment.

EDUCATION & PROFESSIONAL QUALIFICATIONS

August 2005	APM Associate Member APMP (IPMA Level D Certification)
May 05	PMP Introductory Certificate in Project Management
1995	Membership of Royal Institution of Chartered Surveyors
1990 - 1993	Sheffield Hallam University, Sheffield BSc (Hons) Urban Land Economics
1998 - 1990	Sheffield City Polytechnic, Sheffield BTEC HND Land Administration
1986 - 1988	Sexey's School, Bruton, Somerset - 2 GCE 'A' Levels, 1GCE 'A/O' Level, 1 GCE 'O' Level
1981 - 1986	St. Antony's-Leweston, Sherborne, Dorset -8 GCE 'O' Levels

CAREER HISTORY

Dates	Employer	Position
Oct 18 -	BMO Global Asset Management (EMEA)	Direct Property Asset Manager

Blanche joined the company in October 2018 as a direct property asset manager. She has BSc (Hons) in Urban Land Economics and is an RICS qualified chartered surveyor with over 20 years of industry experience. She has a broad spectrum of property and asset management experience across all real estate sectors.

Dates	Employer	Position
Jul 17 – May 19	Ethos Property Limited	Asset Manager

Ethos are a Brighton based property company offering a full range of services including asset management, property management and development management to retained, long term clients; predominantly family trusts.

I was originally recruited to set up the in-house property management function, gain RICS accreditation for the company and ultimately transfer their portfolio from external managing agents.

Following that successful transition, I took on responsibility for any asset management opportunities across the portfolio. Whilst my permanent role at Ethos ended in October 2018, I was retained by the MD to work directly alongside him rolling out processes and procedures across the Company and coaching for him in certain areas of their operations.

Dates	Employer	Position
Mar 14 – May 17	Helical	Asset Management Executive

My role at Helical involved direct asset management for 25 properties (in excess of 150 tenancies) with a contracted rent of circa £20M. The properties ranged from retail warehousing to industrial units located throughout the UK and more specifically included a multi let office building of 250,000 sq.ft. in Manchester, 60,000 sq.ft. office campus in West London and 250,000 sq.ft. mixed use scheme in Cardiff.

Working client side at Helical was a hugely rewarding experience. I especially enjoyed developing and then maintaining positive relationships with my direct team and the wide range of professionals we were privileged to work alongside.

Dates	Employer	Position
Nov 06 – Dec 13	Ashdown Phillips & Partners	Senior Director

Working for a niche practice I managed an interesting and diverse portfolio with an annual rent roll of approximately £11 million and 220 tenants. The assets spanned the full range of commercial property located throughout the UK.

During my time with the Company my role grew into business development, management of a large, varied team and became Senior Director at Board level.

I have a wide range of experience in preparing and managing annual service charge budgets, which totalled over £1.4m per annum. I also gained experience of resolving service charge disputes or dealing with tenant insolvencies. I was also involved in clients' due diligence for ongoing acquisitions/disposals for clients.

Part of my role in the Company was to positively manage a team including Facilities Managers, front of house staff and contractors to promote compliance with maintenance obligations and statutory legislation. I particularly enjoyed this aspect and working in a project management role coordinating individuals or roles for a specific piece of work.

EARLIER CAREER

Jun – Nov 06

**DTZ Debenham Tie Leung, London
London Valuations Team**

Providing valuation advice for loan security purposes.

March 02 – Jun 06

**Brighton and Hove City Council
Seafront Estates Surveyor**

Helping to promote and improve the economic, environmental and social viability of the seafront.

Feb 99 – Feb 00

**English Partnerships, St. Katherine's Way, London
Estate Manager – North London Estate**

Oct 98 – Feb 99

**Midland Bank Property Services, London
Estate Manager – Central London and Southern Estate**

Nov 95 – Oct 96

**Drivers Jonas Chartered Surveyors, London
Surveyor, Investment Valuation**

Undertaking loan and portfolio valuation work.

1992- 1995

**British Rail Property Board – London and Bristol
Portfolio Manager.**