

DIRECTOR | RATING

HILARY WITTS FRICS BSC (HONS)

OFFICE LOCATION: BIRMINGHAM / MANCHESTER/ LONDON

EDUCATION AND QUALIFICATIONS

FRICS, BSc (Hons)

AFFILIATIONS AND MEMBERSHIPS

RICS, RSA, BRC, Association of Convenience Stores

AREA OF EXPERTISE

Hilary has worked in the Rating field for over 20 years, both on the consultant front and client front. She has recently re-joined Colliers International from Co-op where she was head of Rating and Valuation for eight years and was responsible for approval of all property transactions. Hilary has worked closely with the BRC and advises the ACS on Rating matters, as well as having worked with MPs in relation to the Rating Reform for the 2017 Revaluation.

Prior to this, Hilary worked in the Rating team at Colliers CRE for 8 years, managing clients such as Thorntons plc and providing advice for occupiers such as Aldi, Poundland, Santander and Fujitsu.

Hilary has a keen interest in working alongside clients to understand their requirements and, having worked on the client-side advising the company CFO, has particular experience in managing and handling cash flow, business objectives, reporting and deadlines. She has worked closely with company boards, making strategic business decisions including company restructuring.

PROFESSIONAL ACCOMPLISHMENTS

- Hilary has been involved in a number of contentious cases, working with Counsel and providing technical advice to clients.
- She is retained to provide Rating advice to the Association of Convenience Stores.
- Whilst at Co-op, Hilary was responsible for overseeing and managing all business rates matters for the Group with circa 7000 rateable hereditaments and an annual liability of £120m, producing savings of in excess of £60m.
- Hilary was also responsible for authorising and challenging the Group's property transactions of value for all businesses (50 transactions per week) including rent reviews, lease renewals, acquisitions, disposals, surrender premiums and business acquisitions.
- Hilary provided property advice in a number of major company restructures and mergers, acquisitions and disposals.
- Hilary has presented to various company boards and has worked with Chief Financial Officers to advise on and minimising costs.

BACKGROUND AND EDUCATION

Hilary graduated from the University of the West of England (Bristol) in 1995 with a 2:1 in Real Estate (Valuation and Management). She then went on to work for Fuller Peiser Surveyor in the Rating team handling appeals for major national occupiers such as Jewson, Croda, Renold plc & Game.

Hilary has been an RICS APC Supervisor and Counsellor for many years, advising graduate surveyors on obtaining their professional qualification.