



LAND NEGOTIATOR



ABOUT THE ROLE

The Land Negotiator plays a significant role in the identification and acquisition of land opportunities in the assigned geographical division in order to meet corporate targets.

Responsible for: No direct reports

Responsible to: Head of Land / Land Director

KEY RESPONSIBILITIES

- Develop and maintain a full understanding of the Redrow land appraisal system and the various internal procedures involved in investigating, reporting and ultimately purchasing land.
- Assist with the preparation of bids and the ongoing management of land and property acquired.
- Develop a detailed knowledge of land within an assigned region and report on development opportunities and competitor activity within this area.
- Maintain a high profile with external property contacts by establishing and maintaining effective working relationships with local authorities, local agents, land owners and other developers in pursuit of opportunities for the company.
- Maintain a sound knowledge of all technical aspects of the role, covering the acquisition and development of land and associated legal agreements; collating and interpreting such information in the land valuation process.
- When directed, enter negotiations and formulate offers to purchase land opportunities.
- As required, handle the day-to-day discussions with internal departments, local authority planners and negotiate contractual issues, with appropriate guidance.
- Contribute to improving the business, protecting and enhancing the reputation of the company, by putting forward new ideas and, when requested to do so, implementing change.
- Ensure familiarity with Redrow Group's Health, Safety and Environmental policies and comply with employee responsibilities.
- At all times comply with company policies, procedures and instructions

THE PERSON

What kind of person are we looking for?

- Personable and with good communication skills.
- Strong team player but also able to work well independently
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- Demonstrates initiative and innovative thinking.
- Excellent problem-solving skills.
- Flexibility and perseverance.
- Competent computer skills.
- Technical knowledge to a practical level with good financial / commercial acumen.
- Can handle pressure well.

These are illustrative duties and the job holder will be expected to become involved in a range of work to enable the department to respond effectively to the requirements of the Company.