



# LAND MANAGER



## ABOUT THE ROLE

To identify and acquire development sites across the division in order for land targets to be met and for working closely with the Planning Team in order to ensure that maximum contribution is achieved from all land purchases.

Responsible for: Land Negotiator (Dependent on structure)

Responsible to: Land Director

## KEY RESPONSIBILITIES

### 1. LAND IDENTIFICATION

- Maintain a high profile with external property contacts by establishing and maintaining effective working relationships with local authorities, local agents, landowners and other developers within the Division's geographical area, in pursuit of opportunities for the company.
- Actively contribute to the development of the mixed-use strategy of the Group and maintain close links in this regard with the Redrow Commercial team.

### 2. LAND APPRAISAL

- 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.
- Develop and maintain a sound knowledge of the planning system and, working closely with the planning and technical teams and external consultants, be highly involved in the planning process, monitoring site progress through to implementable consent.

### 3. LAND ACQUISITION

- With minimal day-to-day supervision, responsible for acquiring land opportunities within a specified geographical area and developing a detailed knowledge of development opportunities and competitor activity within the area.
- Enter negotiations and formulate offers to pursue land opportunities in order to meet the Division's and Group's land requirements; and within annual budgets and forecasts.

- Maintain a sound knowledge of all technical aspects covering the acquisition and development of land and associated legal agreements.
- Ensure develop and maintain a thorough understanding of legal issues relating to contracts, joint ventures and partnerships.
- Formulate offers, co-ordinate investigations, negotiate with local authorities, agents and lawyers, in order to produce contracts for signature. With minimum supervision, for conditional contracts and options, responsible for overseeing the project until legal completion and for liaising with all internal departments accordingly.
- Act as a conduit between the Land and other internal departments to ensure opportunities are optimised and effective working relationships are developed to assist in the land acquisition process

### **THE PERSON**

What kind of person are we looking for?

- Personable and has an ability to communicate frankly, sincerely and honestly
- Good team player but also works well independently
- Knowledgeable in project management
- Demonstrates initiative and innovative thinking
- Good 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.