



SENIOR LAND MANAGER



ABOUT THE ROLE

The Senior Land Manager is responsible for managing the day-to-day operations in the Land team. They identify and acquire development sites across a geographical patch to meet divisional land targets. They also work closely with the Planning team in order to ensure that maximum contribution is achieved from all land purchases and a quality land bank is maintained.

Responsible for: Land Negotiator, Land Assistant, Graduate Trainee

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, land owners and other developers within the division's geographical area, in pursuit of opportunities for the company.
- Act as a conduit between the Land team and other internal departments, together with other Redrow Divisions and Redrow Group, to ensure that opportunities are optimised and effective working relationships are developed to assist in the land acquisition process.
- Actively seek new sites in targeted areas by completing thorough land studies to identify opportunities that meet the needs of the company.

2. LAND APPRAISAL

- With ultimate responsibility for site appraisals, ensure that acquisition proposals are presented, in an objective and professional manner, with required input from other departments and in-line with Group / Divisional approval procedures.
- Ensure that Land team files are maintained in accordance with policies and procedures.
- In liaison with the Technical team, take responsibility for the appointment of external professionals and consultants in relation to site appraisal and, if required, project management of certain opportunities.

3. LAND ACQUISITION

- Ensure that land procurement is compliant with annual budgets and forecasts and that the division's and Group's requirements for land acquisition are fully complied with.
- Take responsibility for all projects from initial site identification, appraisal and approval to the point of purchase and implementable planning consent being obtained; ensuring they are in-line with budgets
- Liaise with all internal departments and external consultants / authorities accordingly throughout the land acquisition process.
- Ensure land schedules are maintained in an up-to-date position each month.

4. TEAM MANAGEMENT

- Recruit new Land team members where required, in accordance with company policies and procedures.
- Lead, motivate, communicate with, develop, appraise and performance manage the Land team to ensure they are fully motivated to achieve best performance and meet the company's needs.
- Ensure the department operates in accordance with Company policies and procedures.
- Comply with responsibilities as laid down in the Group's Health & Safety Policy in order to ensure a safe environment within the department.

5. MEETINGS

- Prepare board papers to update the Divisional Board and management team on potential and existing land acquisitions; ensuring that land opportunities are brought to their attention in good time to allow proper consideration.

6. OTHER

- At all times comply with company policies, procedures and instructions.
- 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.

THE PERSON

What kind of person are we looking for?

- Personable and with the ability to communicate frankly, sincerely and honestly;
- Good team player but also able to work well independently;
- Innovative thinker;
- Strong problem solving abilities;
- Flexibility and perseverance;
- Competent computer skills;
- Technical knowledge to a practical level and with good financial / commercial acumen;
- Able to handle pressure well;
- Experience of sourcing and negotiating the purchase of both immediate and strategic land;
- Extensive agent and landowner contact base.

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.