



# SENIOR LAND MANAGER / LAND MANAGER



## ABOUT THE ROLE

Reporting to the Head of Land, the Land Manager will manage all aspects of the land function to ensure new land opportunities are secured and delivered in line with corporate targets.

Responsible to: Head of Land

## KEY RESPONSIBILITIES

### 1. MANAGEMENT REPORTING

- In accordance with corporate responsibility for the business, work effectively as part of the operations team and take a “whole company” perspective to managing issues.
- Preparation of Board Papers to update the Board and Management team on potential and existing land acquisitions.
- 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 post holder has corporate governance responsibilities which extend across all business areas and which require the post holder to actively promote best practice throughout the company.

### 2. 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 in pursuit of opportunities for the company.
- Identify new development opportunities through a range of methods such as examination of statutory development plans, housing land audits, potential change of use, liaising with agents and utilising an extensive contact base.

- Work closely with the Head of Land and other members of the team to ensure that land is identified which is complementary to the other assets within the land portfolio.

### **3. LAND APPRAISAL**

- 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 procedures for approval.
- In liaison with the Technical & Planning Department, responsible for appointment of external professionals and consultants in relation to site appraisal and promotion.

### **4. LAND ACQUISITION**

- Responsible for land purchase activity and for maintaining the land schedule.
- 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.
- Negotiate terms and secure sites, including initial due diligence, formulating offers, managing the legal process and obtaining the necessary internal approvals in a timely and robust manner


### **5. MEETINGS**

- Attend site meetings with prospects landowners / agents / etc
- Attendance at weekly Operation Meetings - providing updates on existing and new land opportunities.

## **THE PERSON**

What kind of person are we looking for?

- Proven track record in negotiating
- Outgoing and confident
- Strong stakeholder management skills with the ability to influence at all levels
- Ability to produce reporting information & analysis of information
- Ability to work under pressure and against tight timelines
- Ability to work individually and within a team
- A problem solver with a pragmatic approach
- A strong need to understand the detail
- A key focus on 'place-making'
- An excellent understanding of the planning system and policy at both local and national levels

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- An agile approach to working and demonstrable examples that you are comfortable working in changing situations with fast pace.
  - Resilience, tenacity and personal gravitas
  - An extensive 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.