

ROLE PROFILE

Function	Land and Planning	
Job Title	Senior Land Manager	
Grade	M2	
Reporting Lines	Reports to	Head of Land/ Land Director
	Direct Reports	Estimator/ Senior Estimator

Aim of the role

To effectively manage staff within the Land and Planning department, and ensure the land acquisition process is both cost effective and value improving for the business.

Responsibilities and Duties

- To develop a local land strategy, implement, keep up to date and manage the risk to the Region's land acquisition programme, ensuring the budget and land replacement requirements of the company are met.
To build and develop ongoing strong relationships at all levels with key individuals and interested parties in the land acquisition and planning process
- Provide and monitor land market activity on a continuing basis, and be both proactive and reactive in the market to opportunities you create and will come to your knowledge
- Be a proactive member of the local management team and successfully manage staff involved in the land, acquisition and planning process
- Understand and respect the strategic objectives of the Company business strategy, and ensure all team members (new and existing) are fully aware of its contents
- Work closely with the regional Land team and Project Managers to deliver timely off market opportunities at improved returns
- Develop and implement the land acquisition strategy through the identification, acquisition, monitoring and delivery of sustainable opportunities, negotiating contracts to achieve the most favourable terms and conditions
- Coordinate and assist with the management of the planning application process, working with key individuals both internally and externally to ensure successful delivery
- Ensure value improvement through smart land acquisition, outstanding management of the planning process, and cost efficiency
- Build a network of strong relationships with key contacts within the geographical area to monitor land and market activity, ensuring the Company becomes the partner of choice for any new land opportunities
- As a part of the management team, have a clear understanding of other Departments' roles and responsibilities, contributing to the development of the local business strategy to ensure future development and growth
- Assist with the recruitment, retention and development of a strong Land, Planning and Technical Team

Knowledge Skills and Experience

- A past history of securing land for a large home builder
- Good contacts with land owners, agents, promoters and local authorities required
- Acquisition of suitable land on favourable terms, to meet business strategy
- Experience supporting successful planning applications both submitted and negotiated
- Development of strong relationships with key contacts internal and external
- Relevant experience gained as a Senior Manager or Land Director of a house building business
- Detailed knowledge of the land acquisition process, relevant legislation, geographical area of the business and its key contacts
- Basic knowledge of technical issues
- Commercial skills and acumen
- The role involves travel which requires a full Driving Licence

Our Values	
Collaborative	Act as one team Communicate Assume everyone has the best intentions Find a shared solution
Trusted	This starts at the top Ensure everyone feels valued Say what you mean, do what you say Be open and honest
Focused	Make sure we deliver Be present in the process Be thorough and disciplined Understand the end goal