

Strategic Land Manager

Requirements

- Experience in buying and selling land for residential development and other uses
- Proven Track record of completing on deals
- Self-motivated, enthusiastic, diligent
- Team player, but able to work alone as required
- Good interpersonal skills
- Agent/developer contacts

Preferred

- Good understanding of planning system
- Experience in project management of strategic land projects
- Experience of care and retirement sector
- Experience of commercial/brownfield sites

Key Responsibilities

- Acquisition of land
 - Leading on land acquisitions on clients' behalf
 - Identifying development opportunities from strategic searches and agents
 - Liaising with landowners and their representatives
 - Preparing development appraisals and assessing the potential risk and reward
 - Negotiating terms and reviewing contracts
- Disposal of land
 - Leading on land sales on clients' behalf
 - Creating a disposal strategy to best suit the nature of the site and needs of the landowner, and identifying and meeting with suitable buyers
 - Writing marketing material and reviewing offers
 - Drafting Heads of Terms and advising during legal process

Other Responsibilities

- Managing the Land Department
 - Representing the Land Department in board meetings (as required)
 - Writing quarterly board reports and income projections (as required)
 - Mentoring graduates and other new staff working in the Land Department (as required)
- Project management of strategic land promotion (For Optimis Estates)
 - Instructing and managing external consultants
 - Monitoring promotion costs and managing accounts
 - Considering promotion strategies and land uses