

**Land Manager**

**Location:** Bromley, Kent.

**Reporting to:** Head of Operations

**Contract:** Permanent

We have an opportunity for an experienced Land Manager to oversee site acquisition within the M25 and Home Counties within our **mixed use development and regeneration business based** in Bromley, Kent. Buying levels can be anywhere from £1m - £30m, with a GDV of £3m - £80m. The focus will be around residential **led mixed use sites which** could be land with or without planning permission.  
  
Our company is part of a group turning over £100m per year with over 2500 employees.   
We work with multiple **public and private sector partners, including Housing Associations, Local Authorities and numerous charity organisations** throughout London and the South East.

**Roles and Responsibilities**

Liaising with an extensive network of local agents**, land traders and other stakeholders to**:

* Identify potential developments followed by the co-ordination of the appraisal in order to generate a land offer for submission.
* **Negotiate with vendors and other parties to secure the site including where necessary OJEU type presentations.**
* Liaison with all relevant external bodies, consultants and architects (interrogation of architectural designs) and internal departments.
* Research local property market for comparable sales figures and review technical reports associated with sites and identification of key information pertinent to pricing.
* **Selection and liaison with solicitors and other external parties to effect the legal acquisition.**
* Subsequent work will be associated with the acquisition process, from purchase and planning process in order to achieve a site start through to pre-construction.
* **Management responsibility for a land buyer and graduate staff.**

**Professional Competencies Required**

* Experience of negotiating land transactions.
* Knowledge of land, planning and construction in the residential sector.
* **Knowledge of basic legal processes associated with conveyancing, viability, and town planning.**
* Identification of land opportunities through local plans and agents.
* Previous experience of working within the industry and sourcing land / development opportunities.
* Ability to work autonomously and independently from the rest of the team.
* You will be organised, confident and possess excellent communication skills.
* Degree or equivalent preferred.

**Personal Competencies Required**

* A strong network of contacts in the land agency market.
* Determined and ambitious.
* Strong communication and negotiations skills.
* Possess an ability to liaise confidently at all levels.
* Excellent organisational, prioritisation and time management skills.
* Ability to manage and motivate junior colleagues.