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| **Job title:** | Head of/Senior Strategic Land & Planning Manager (North West) |
| **Department:** | Strategic Land |
| **Responsible to:** | Managing Director (Strategic Land) |
| **Responsible for:** | N/A |

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| **Job Purpose:** |
| To be a member of the Strategic Land Team, with a responsibility for identifying, negotiating and acquiring future strategic residential sites to support growth in line with the strategic plan. This will include the promotion of the Story portfolio in line with the Strategic Land Strategy, liaising with the Regional Land Team to ensure their efficient handover to ultimately maximise the delivery of new homes from strategic sites. |

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| **Main Duties and Responsibilities:**   * Responsible for sourcing strategic land opportunities with future development potential in line with the acquisition strategy. * Effectively manage the region’s strategic land portfolio utilising your own operating budget. Ensure best practices are followed, costs are controlled, and value is added to the land bank. * Work closely with the regional management teams in relation to the implementation of search and acquisition strategies. * Conduct planning and viability appraisals and searches for sites to assess their suitability for acquisition. * Prepare planning strategies, working with relevant consultants and advisers, that aim to obtain a Local Plan allocation or planning permission in shortest possible timeframe. * Be involved in the project management of the planning promotion process of each site in line with the agreed planning strategy, liaising closely with landowners and their agents. Also ensuring that each project runs on time and within budget with an aim to achieve the set objectives. * Attend planning committee meetings and public consultation events to present on behalf of Story as necessary. * Provide accurate and regular reports and attend meetings with the Managing Director, Strategic Land Team and local divisions as required. * Take full ownership from acquisition through to handover |
| **Main Duties and Responsibilities:**   1. **Deliver the medium-long term land strategy to meet growth and business plans**  * Present and deliver the Strategic Land Strategy for the region * Lead and influence the strategic direction of the Strategic Land Business as a key part of the team * Promote and protect the Story Homes brand in all activities * Provide industry, competitor and land expertise and input that contributes and aligns to the Strategic Land Strategy and Regional Business Plan * Identify new opportunities and secure land aligned to business growth plan, maximising the return to the business * Structure, negotiate and secure commercially competitive deals in line with the business plan * Manage and monitor strategic land bank activities  1. **Drive, lead and maximise land opportunities to achieve the business plan**  * Secure land opportunities via option agreements or on a freehold basis to meet business plan * Lead and manage the performance of land negotiations * Effectively lead, manage and transfer sites in line with planned timescales, maximising margins and return on capital * Ensure each site has an agreed planning strategy * Manage the property portfolio, maximising return to the business * Identify and minimise risks and issues to achieve targets and standards  1. **Drive best practice and continuous improvements to meet growth agenda**  * Keep abreast of best practice * Monitor and review competitors, implementing innovative ways of working to gain competitive advantage  1. **Effective stakeholder and network relationship management**  * Ensure that all stakeholders both internally and externally are identified * Create and develop a network of contacts to maximise the potential opportunities and contacts * Proactively manage all stakeholders expectations  1. **Development and performance of the land function**  * Identify and develop potential within the Strategic Land function * Coach and develop the team to maximise their performance and potential  1. **Training & Development**  * Develop, manage and implement a Training and Development Plan in accordance with identified timeframes * Hold regular update meetings with Managing Director (Strategic Land) to update and monitor progress * Provide wider updates to the team to share best practice * Attendance at CPD events, provide presentations/circulate summary notes afterwards for personal and team development. |
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| **Key Attributes** | Core:   * Experience of working as a Senior Strategic Land Manager or at a senior level within a Land Agency. * Extensive experience of successfully identifying and negotiating land deals through to exchange of contracts. * Experience of promoting sites through the Local Plan process. * Knowledgeable in relation to the preparation and submission of planning applications and or appeals. * Experience in the negotiation of S106 agreements with councils. * Networking contacts such as landowners, land agents, solicitors, local government officers, and planning consultants. * Strong understanding of national and local planning policy. |
| Desirable: |
| **Qualifications/**  **Experience** | Core:   * RTPI/RICS |
| Desirable: |

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| **I confirm I have read and understood my job description.** | | | |
| Employee Name |  | Date |  |
| Employee Signature |  | Date |  |
| Line Manager Signature |  | Date |  |

I*t is a requirement of Story Homes that all staff work in a flexible manner compatible with their job and in line with the objectives of the company. Please note that the job description for this position may be reviewed and amended to incorporate the future needs of the business.*