

Role & Person Description

Role Title: Land Studies (All Regions)

Reporting to: Group Land Director

Introduction to Richborough

Richborough Estates is a specialist land promotion business which supplies the housebuilding and logistics/manufacturing community with land that has planning permission, accelerating the delivery of their new homes and commercial developments.

The Richborough team navigates the planning system to achieve residential planning permission at its own cost & has a share of net sales proceeds when the site is sold to a development partner on the open market.

We work in partnership with landowners to satisfy the industry's short-term land requirements in the most efficient manner possible.

We pride ourselves on our friendly & professional approach both with our clients & teams. Richborough has a fantastic culture described as fast paced & a fun place to work.

Position Summary





Briefly, what is the overall purpose and objectives of the position?

To manage and maintain a system that allows the business and the individual to undertake regular land studies across a number of targeted Local Authorities. The key output is the generation of an agreed number of landowner appointments for Regional Teams. The individual will be expected to lead an agreed number of appointments and negotiate terms.

Role Accountabilities	
	<i>BUILD -> <u>B</u>usiness – <u>U</u>s – <u>I</u>nternal - <u>L</u>earn - <u>D</u>eliver</i>
B	<ul style="list-style-type: none"> Attend appointments with landowners as appropriate. Identify competing sites associated within target areas. The individual will lead on an agreed number of appointments per annum and aid in the negotiation of terms with the landowner. Proactively make recommendations to Regional Directors in terms of which Local Authorities should be targeted along with suitable supporting evidence.
U	<ul style="list-style-type: none"> Following a confirmed appointment, distribute a Site Appraisal Form to Regional Directors.
I	<ul style="list-style-type: none"> Apply the most suitable methods for identifying potential constraints that need to be appraised as part of a 'sequential testing' process. Apply the most suitable methods for identifying positive attributes of land on the edge of sustainable settlements.

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L	<ul style="list-style-type: none"> Ownership of own development using the BUILD structure.
D	<ul style="list-style-type: none"> Manage a business administrative structure which allows the researcher to conduct land studies in a consistent and logical manner. Monitor Local Authorities to identify which do not have an adopted Local Plan and/or a 5 year supply of housing land and ensure the data is up-to-date, relevant and easily retrievable. Conduct site visits and appraisals at appropriate time.

Behaviours	
<p>Values & key behaviours of the company are:</p> <div style="border: 1px solid green; padding: 5px; display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  Transparency </div> <div style="text-align: center;">  Responsibility </div> <div style="text-align: center;">  Professionalism </div> <div style="text-align: center;">  Teamwork </div> </div>	<p>Specific key behaviours for the candidate are:</p> <ul style="list-style-type: none"> Lots of energy and ‘can do’ attitude Courageous – will ‘push back’ Work on own initiative Diligent and methodical Strong delivery focus Flexibility – happy with changing agendas

Knowledge, Skills and Experience	
<i>what does this role require and how would an incumbent acquire it? Consider both essential and desirable criteria</i>	
Essential	Desirable
Education:	
<ul style="list-style-type: none"> Relevant professional qualification/degree 	<ul style="list-style-type: none"> A desire to invest time in personal development and training in order to transform the position into a client facing role at the appropriate time and according to a formal development plan.
Experience:	
	<ul style="list-style-type: none"> Full driving license if preferred. Good aptitude for contract negotiation Interest in the property and land promotion industries.

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Essential	Desirable
Key Skills:	
<ul style="list-style-type: none"> • Excellent oral and written communication (including proof reading) • Attention to detail through strategic thinking. 	Self motivated & self disciplined

Approvals (Sign & Date)	
Document Prepared by	K.B
Document reviewed by <i>(Manager/Director)</i>	C.L & R.T

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organisation.