

## JOB DESCRIPTION

<b>Job Title:</b>	Land Manager
<b>Reports to:</b>	Dependent on Management structure
<b>Accountable to:</b>	Divisional Head of Land
<b>Job Purpose:</b>	To identify and acquire development sites across the division in order for land targets to be met and for working closely with the Planning Team in order to ensure that maximum contribution is achieved from all land purchases.
<b>Scope:</b>	The Land buying team in a Homes Division is responsible for identifying, evaluating and securing sufficient land/sites for residential development, on the most cost effective basis, and for working closely with the Divisional Planning team to support the division's strategic land objectives by achieving and maintaining a quality land bank. The Planning team manages the division's forward land interests, both options and land acquired.

### Key Responsibilities:

#### 1. Land Identification

- Maintain a high profile with external property contacts by establishing and maintaining effective working relationships with local authorities, local agents, land owners and other developers within the Division's geographical area, in pursuit of opportunities for the company.
- Actively contribute to the development of the mixed-use strategy of the Group and maintain close links in this regard with the Redrow Commercial team.

#### 2. Land Appraisal

- Develop and maintain a full understanding of the Redrow land appraisal system and the various internal procedures involved in investigating, reporting and ultimately purchasing land.
- Develop and maintain a sound knowledge of the planning system and, working closely with the planning and technical teams and external consultants, be highly involved in the planning process, monitoring site progress through to implemetable consent.

#### 3. Land Acquisition

- With minimal day-to-day supervision, responsible for acquiring land opportunities within a specified geographical area and developing a detailed knowledge of development opportunities and competitor activity within the area.
- Enter negotiations and formulate offers to pursue land opportunities in order to meet the Division's and Group's land requirements; and within annual budgets and forecasts.
- Maintain a sound knowledge of all technical aspects covering the acquisition and development of land and associated legal agreements.
- Ensure develop and maintain a thorough understanding of legal issues relating to contracts, joint ventures and partnerships.
- Formulate offers, co-ordinate investigations, negotiate with local authorities, agents and lawyers, in order to produce contracts for signature. With minimum supervision, for conditional contracts and options, responsible for overseeing the project until legal completion and for liasing with all internal departments accordingly.

- Act as a conduit between the Land and other internal departments to ensure opportunities are optimised and effective working relationships are developed to assist in the land acquisition process.
4. Ensure familiarity with Redrow Group's Health, Safety and Environmental policies and comply with employee responsibilities.
  5. At all times comply with company policies, procedures and instructions.
  6. Contribute to improving the business, protecting and enhancing the reputation of the company, by putting forward new ideas and, when requested to do so, implementing change.

**Working Relationships:**

Effective working relationships are an essential part of daily working life. The focus in this role is both:-

Internal:           Colleagues within Operating Division and Group Legal department; and

External:          Local Authorities, Health Authorities and other public bodies, local agents, land owners, other developers and Consultants.

**Decision Making Authority:**

These are illustrative duties and the post holder will be expected to become involved in a range of work to enable the department to respond effectively to the requirements of the Company.