

## JOB DESCRIPTION

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| <b>Job Title:</b>      | Land Negotiator   |
| <b>Reports to:</b>     | Dependent on Management structure   |
| <b>Accountable to:</b> | Divisional Head of Land   |
| <b>Job Purpose:</b>    | To contribute to the ultimate acquisition of development sites across the region in order for land targets to be met.   |
| <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. 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.
2. In addition to assisting with the preparation of bids and the ongoing management of land and property acquired, responsible for developing a detailed knowledge of a designated area within the region and being able to report on development opportunities and competitor activity within this area.
3. 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 Divisional geographical area, in pursuit of opportunities for the company.
4. Maintain a sound knowledge of all technical aspects covering the acquisition and development of land and associated legal agreements and responsible for collating and interpreting such information in the land valuation process.
5. Ensure familiarity with Redrow Group's Health, Safety and Environmental policies and comply with employee responsibilities.
6. At all times comply with company policies, procedures and instructions.
7. When directed by the Land Director, enter negotiations and formulate offers to purchase land opportunities. As required, deals with the day-to-day discussions with internal departments, local authority planners and negotiate contractual issues with guidance from the Land Director.
8. 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.

**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.**