

Job Advert Development Manager - Midlands

THE COMPANY

Harworth Group plc is one of the largest property and regeneration companies across the North of England and the Midlands, owning and managing c. 21,000 acres on 136 sites.

We bring life to former industrial sites and turn derelict land into employment areas and new homes, creating places where people want to be. Our flagship sites, such as Waverley in Rotherham and Logistics North in Bolton, are of national economic significance and are at the forefront of the regeneration of the UK.

Harworth is a top 50 employer in the 'Best Places to Work in Property 2018' awards

OVERALL PURPOSE OF JOB

Working closely with the Regional Director - Midlands and being responsible for the management, co-ordination and development of strategies for major commercial and residential projects within the Harworth Group portfolio located within the Midlands region.

This shall include liaison with internal and external consultants, project managers and architects as well as the wider property market, statutory/regulatory bodies and Local Authorities building up and establishing a wide network of contacts in the areas we operate in. This network shall also include where appropriate community and resident groups.

The Development Manager shall identify a suitable business plan for the progress of each of the major projects under their management identifying higher value land uses, market demand and will negotiate and contract all land sales and development within each project and deliver the scheme in accordance with a plan agreed by the Harworth Estates Board.

The role is required to work with the Acquisitions Manager – Midlands in the identification, evaluation and purchase of new major brownfield or greenfield strategic development sites. This will be achieved through establishing key relationships with agents, consultants, government bodies and landowners.

The Development Manager will be assigned specific major projects that may vary from time to time, but will be located within the Midlands location.

GENERAL DESCRIPTION – TASK RELATED

- Delivery of the site development targets in the agreed Harworth Group business plan relevant to the major projects specified.
- Agreement and completion of conditional/unconditional sales agreements/delivery partnerships and funding agreements for the agreed major projects.
- Devising, agreeing and reviewing a full life budget and delivering forecasts for the cost plan and revenue stream for each project, together with regular reporting on variances to the Regional Director - Midlands.
- Devising and implementing a strategic political and/or development strategy to deliver the outcomes of the project.
- Identifying opportunities for cost savings, financial assistance and betterment within the agreed major projects.
- Effectively managing a team of professionals/consultants appropriate to the stage of the development programme, which will include close liaison with the appointed internal Project Manager and Planner for the Midlands region.
- Assisting with the Annual Valuation Process to ensure that the process is clear and transparent and that the book value of the portfolio is properly identified and recorded.
- Maintain live appraisals for each development projects, undertaking regular reviews and reporting variances to the Regional Director – Midlands.
- Completion of conditional agreements and delivery partnerships on all major projects included in each year's budget to target.
- Work within development budget and wherever possible identify and implement cost reduction or opportunities for betterment.
- Managing development cash flow for forthcoming financial years, ensuring the return on capital employed is maximised.
- Review cost plans and appraisals and obtain regulatory approvals to increase profitability of each project.
- Maintaining and co-ordinating planning applications/consents for each major project.
- Identify and downgrade risk within land ownership, which may for example include determine good and marketable title early in the development process to ensure development and disposal strategies and not compromised.
- Evaluation of problem areas within a project recommending and managing corrective action.
- Establishment of a network of advisors and developers to assist with current and future sales, ensuring the wider Midlands team have visibility.
- Develop good relationships with all statutory/public bodies and stakeholders including local community groups.
- Manage (where appropriate) the maintenance and management of development sites.
- Devise and implement a site specific marketing strategy for each project, working with appointed residential or commercial agency networks.

QUALIFICATIONS:

- Degree in Surveying or Town Planning or similar.
- RICS/RTPI/ICE or equivalent professional qualification.

SKILLS & EXPERIENCE:

- Experienced commercial negotiator.
- Proven track record of delivering major commercial and residential development projects.
- Ability to manage costs and work within agreed budgets.
- Good communication skills.
- Ability to challenge constructively.
- Able to close commercial deals.
- Thorough understanding of commercial property contracts and feasibility studies/appraisals.
- Shares experience and skills for the wider benefit of the company.
- Works closely with colleagues and offers support to the team.
- Understands the big picture and the detail for each scheme.
- Willing to take appropriate steps to improve the image and performance of the projects and Harworth Group.
- Understands the issues before presenting a solution.
- Is not afraid to admit when things go wrong and learn from mistakes.
- Works with people inside and outside the business to make sure of their understanding of business requirement.
- Is entrepreneurial with a strong commercial acumen.
- Has the presence and authority to be the “face” of the project.