



BURRINGTON ESTATES

Team: Burrington Estates (Commercial Developments) Ltd
Job Title: Development Director
Line Manager: Matt Bennett (Commercial Managing Director)
Company Purpose: To create beautiful living and working environments, build enduring communities and to improve quality of lives.
Mission: This role has been created to add to our existing network of land operators, helping to service our expanding business actively seeking new development opportunities for our light industrial business in our newly set up region. The diverse geography of the area you will manage provides fantastic opportunities for you as an individual to develop and build further working relationships with agents and landowners in new markets. Building a rapport with commercial agents and having an understanding of the various markets in the patch regarding pricing and demand for our product in the area. Building relationships with the Local Planning Authorities Estate Departments to understand their current Local Plan positions and supply of new local authority commercial land. From submitting offers, to managing the process to exchange of contracts you will then liaise and manage the planning applications to achieve a planning permission suited to the high quality Burrington brand. We are seeking to grow this business quickly and you will be provided with the tools and financing required to secure new development sites. No two days are the same for this position. We are seeking someone who is already operating as a Senior Land Manager, Head of Land or Land Director with knowledge of land agents in the designated areas and the local planning environment. Confidence and numeracy with proven negotiation skills are essential for this role.
Role Purpose: The commercial development department is focused on identifying and sourcing new development sites for the light industrial business. These sites will be located on existing business parks or new upcoming sites in prime locations allocated within Local Plans. You will be given autonomy and operate from our new regional base at Stratford-upon-Avon with the Burrington Estates New Homes team on hand to assist when necessary.

Duties & Responsibilities:

Responsibilities associated with the position include:

- Identification of viable land development opportunities both on and off market for delivery in the short to medium term
- Negotiate land agreements with solicitors, agents and third parties
- Complete site due diligence and market analysis when reviewing potential sites.
- Liaison with consultants and members of the team on project delivery to time, budget and quality.
- Communication of project related issues to the relevant team members.
- Maintain and expand the Division's key contact base, e.g. land agents, land owners, local authorities
- Strong knowledge of the market, plus an established network within the industry
- Technical ability and strong understanding of the planning process
- Excellent geographical knowledge of the operating area
- Be a confident communicator, with strong negotiation skills and have excellent presentation skills

Benefits

- Competitive salary
- Bonus scheme
- Private Healthcare
- Car allowance