



Homes
England

Acquisitions & Partnering Manager (E1890N)

Directorate	Development
Team	Acquisitions – Yorkshire & Humber
Reports to	Senior Acquisitions Manager
Direct Reports	0
Grade	15
Location	Leeds

Job purpose

Working across the Agency to manage and deliver Homes England’s Land Acquisition capability in support of the Agency’s wider mission acting as Government’s housing accelerator.

This position supports the wider Acquisition and Partnering functions within the Development Directorate and reports to the Head of Acquisitions. The role will be focused on the acquisition of land interests for the development of housing in the Yorkshire and Humber region.

The Manager (Acquisitions) is responsible for assessing the suitability of land for acquisition and transfer from Government Departments, their Arms- Length Bodies, Local Authorities and other public bodies and the private sector. The Manager (Acquisitions) may also support partnering on land.

The role involves progressing due diligence on multiple sites or property portfolios, supporting and leading transfers and acquisitions, negotiating with land owners, government organisations and other stakeholders and partners whilst working to set timescales.

The Manager (Acquisitions) will be required to work with other property and valuation professionals, solicitors and technical consultant’s through-out the due diligence process and be able to directly input into the independent red book valuation which sets the acquisition value.

The role requires good communication and networking skills and the ability to act as an intelligent client. The role requires good negotiation skills, an ability to work to deadlines and have a good knowledge of property and the development process. The Manager (Acquisitions) should have technical knowledge and a proven track record in delivery.

Experience of stakeholder management and working with other public sector bodies is desirable and relationship management is essential.

Increasing the scale of suitable land through transfer, acquisition and partnering opportunities is important to support the organisation’s wider housing delivery aims and successful delivery of its existing and future programmes. The role contributes to this objective.

Key relationships

Internally - Homes England delivery and corporate teams particularly Markets, Partners and Places (MPP), Investment, Director's Group Boards. Finance, Legal, Risk.

Externally - Government Departments and arm's length bodies, MHCLG, and Office of Government Property, strategic land owners, private land owners, house builders, consultants (market facing / agency, valuation and technical), stakeholders and partners with interest in land to be acquired.

Key accountabilities and responsibilities

- Commission and lead a team of multi-disciplinary consultants through the due diligence process ensuring timescales are met.
- Undertake site assessments (land and property) including site visits, review of technical reports, legal and planning to identify development opportunities and constraints.
- Progress valuation and technical due diligence on sites through to transfer / acquisition working closely with other internal delivery, Legal, Estate Management and Programme teams.
- Interrogate valuations and make representations to the Independent valuer. Assess technical and legal reports and their impact on a site's viability and ability to acquire or transfer.
- Work alongside local teams within Homes England to ensure that acquisitions have a fit for purpose delivery plan at the point of purchase.
- Assemble large amounts of information into report format and make recommendations for Homes England's intervention and support the obtaining of necessary approvals.
- Robust project management and data reporting to support business intelligence and reporting. Inform Senior Manager (Acquisition) of progress and limitation throughout the due diligence process.
- Support the identification of suitable opportunities for acquisition, transfer and partnering working with government departments and local authorities.
- Support engagement with a range of landowners, promoters, property professionals and the private sector to identify opportunities.
- Work with other senior staff to develop new business opportunities and increase the pipeline of transfers and acquisitions.

Homes England Employees are expected to be flexible in undertaking duties and responsibilities commensurate with the general character of the role and level of responsibility.

Key skills, knowledge and experience

- Property related degree or equivalent RICS professional qualification and / or relevant experience within the development industry. Preference for two of three.
- Thorough knowledge and experience of the end to end development process, including site identification, valuations, land transactions and de-risking of sites.
- Project management skills and ability to support the management of multiple projects simultaneously.
- Negotiating skills with consultants, private land owners, government departments, local authorities and other partners and stakeholders.

Key competencies

- Striving to exceed targets and continually improve
- Identifying common goals and objectives to arrive at a joint solution
- Leadership of internal teams and partners

Key performance measures

- In proactively commissioning and managing a wide range of technical, legal and property consultants to support de-risking.
- In supporting the identification of suitable opportunities for acquisition, transfer and partnering on multiple sites or property portfolios, ensuring on-boarding of assets.
- In working collaboratively alongside internal teams to ensure that acquisitions have a fit for purpose delivery plan at the point of purchase.

Values and key behaviours

Homes England colleagues are expected to be flexible in undertaking duties and responsibilities commensurate with the general character of the role and level of responsibility.

					
Respectful As the core principle, this runs through all our values and behaviours	Impactful We combine our commercial expertise with social purpose to deliver value for money and maximise our positive impact	Accountable We are empowered to lead by example , take responsibility for our actions and speak up for what's right	Innovative We are bold, creative thinkers who embrace change, never stop learning and always look for a better way to do things	Inclusive We recognise and value everyone as individuals and draw strength from our differences	Collaborative We share information, align priorities, and use our collective knowledge and experience to achieve great results