

CAL (National) and Commercial Disposals – Senior Manager

Job Code: RM00373

Role Purpose

The role holder leads the strategic disposal of land not suitable for housing, ensuring it is de-risked and marketed effectively to accelerate commercial development and secure strong financial returns.

The role holder reduces the Agency's liabilities and enables greater focus on residential priorities. The role holder works within agile, multi-disciplinary teams to plan and deliver disposals, unlocking commercial opportunities and supporting the single pipeline. The role holder enables efficient land use and maximises value for money through commercially sound decisions.

The role consistently demonstrates and embeds the values and behaviours in daily work, contributing to a positive and inclusive culture.

Responsibilities

- Lead the strategy and execution of commercial land disposals, ensuring alignment with organisational priorities and financial goals.
- Provide inclusive leadership to multi-disciplinary teams, fostering high performance, innovation, and continuous improvement.
- Ensure all activities comply with legal, constitutional, and regulatory frameworks, maintaining operational integrity.
- Develop and implement delivery plans for complex, multi-use sites, resolving challenges collaboratively across teams.
- Take a commercial approach to planning, de-risking, and disposal, balancing holding costs with anticipated returns.
- Influence strategic outcomes by negotiating effectively with stakeholders to resolve complex development issues.
- Build and maintain strong relationships with internal teams and external partners across the development sector.
- Communicate strategic plans and outcomes clearly, influencing stakeholders to support delivery objectives.
- Collaborate across multifunctional teams to support key deliverables such as the single pipeline and market-facing solutions.
- Ensure resources are used effectively to deliver high-quality services that demonstrate value for money.

Additional information

Qualifications, knowledge and experience

- Degree or equivalent professional qualification in a relevant field.
- Extensive experience in delivering large-scale, complex development projects.
- Proven track record of working with both public and private sector partners.
- Demonstrated leadership of multi-disciplinary teams in a senior capacity.
- In-depth knowledge of the housing sector, government policy, and industry best practice.
- Experienced in stakeholder engagement and influencing across local government and development sectors.
- Commercially astute with experience in balancing financial risks and returns.
- Experience mentoring and developing high-performing team members.

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Job Function / Family

Technical Specialisms & Assurance : Our job family covers a variety of property technical roles across planning and development, residential, rural and environmental management and Health and Safety using broad and current knowledge of the property market relevant to the role remit. We consult with appropriate specialists where needed to ensure sustainable practices are in the design of new developments. Formal qualifications could include RICS, RTPI, CIOB, RIBA, CIH.

Role Classification

Job Level

Level 17

Values and behaviour framework

Leaders / aspiring leaders

Additional behaviours aspired to by colleagues who have direct reports or are responsible for leading work through others (i.e. managers, project leaders, those who own an area of technical expertise)

Legend

 Low priority  Normal priority  High priority  Not assessable

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