Job Code: RM00378

Role Purpose

The role holder leads the strategic disposal of publicly owned land to accelerate the delivery of quality homes, ensuring strong returns for the Agency while aligning with broader regeneration and housing policy goals.

The role holder combines commercial insight with technical expertise to de-risk sites and bring them to market effectively. The role holder collaborates across multifunctional teams and with external partners, driving forward complex land projects, shaping acquisition and planning strategies, and ensuring disposals are commercially sound and locally responsive.

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

Responsibilities

- Lead the delivery of multiple complex land disposal projects, ensuring they meet time, budget and strategic objectives.
- Procure and manage consultant teams and advisors to support disposals, ensuring quality and value for money.
- Oversee the full development lifecycle, with a particular focus on disposal strategies and contract management.
- Apply deep understanding of residential development markets to assess site viability and manage development risk.
- Identify and implement strategies to de-risk land assets, enhancing deliverability and market appeal.
- Shape and present high-quality approval papers to secure internal governance and board-level support.
- Build and maintain strong relationships with developers, local authorities and government bodies to support project delivery.
- Collaborate with the relevant internal teams to align on key deliverables.
- Liaise with the relevant colleagues to ensure smooth handover and ongoing site stewardship.
- Represent the Agency's strategic objectives in external engagements, acting as a conduit for corporate and government messaging.

Additional information

Qualifications, knowledge and experience

- Degree qualified and Member of the RICS.
- Extensive experience in land acquisition and disposal within the development industry.
- Proven ability to manage multi-disciplinary teams and complex projects simultaneously.
- Strong commercial acumen and negotiation experience in residential development.
- In-depth knowledge of development appraisals, site viability and risk mitigation strategies.
- Familiarity with housing sector policy, wider Government priorities and regeneration principles.
- Experience preparing and presenting approval papers for governance and board.
- Experience in managing consultant procurement and contract oversight.
- Project management experience with attention to detail and strategic alignment.
- Experience working collaboratively across internal teams and external stakeholders to deliver outcomes.

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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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