

ROLE PROFILE – RESIDENTIAL DEVELOPMENT MANAGER / DIRECTOR

LONG HARBOUR BACKGROUND

Long Harbour is an established UK real-estate investment manager with assets under management of £2.2bn; they are the UK's second largest residential freeholder. The business has three key investment programmes, backed by global insurance, pension schemes and UK academic endowments, with a key focus on Build to Rent ("BTR") investments. Since 2013 Long Harbour have invested in over 2,000 apartments in the UK representing over £700mn of BTR assets. The business has significant capital commitment with a drive to having 5,000 units under management in the next 3 years.

ROLE OBJECTIVES

Working with an Investment team focused on residential led mixed-use development, working with the origination and operational team to deliver schemes across the UK from planning throughout the construction and delivery phase. Reporting to the Managing Director of Build to Rent, Long Harbour are looking to make an important appointment of a Senior Development Manager / Director in the growing BtR Business

This individual will be joining the firm at the start of a significant growth stage, with a pipeline comprised of Build to Rent and Residential led mixed-use development schemes.

The individual must have demonstrable client-side experience of residential led projects across the full spectrum of development. You will understand the key specialisms required in relation to boutique, bespoke, prime property development and will have led both single unit and multi-unit schemes through the design, planning and delivery phase. You will have experience of project management experience, ideally working for a residential, student or hotel developer, contractor or professional organisation with the ability to manage all aspects of a project from planning through the build phase to practical completion.

The individual should be a natural leader you will have experience of managing teams and programming whilst driving and delivering projects. Experience of dealing with local authorities and knowledge of the planning system is desirable.

KEY TASKS

- Ownership of projects department by establishing procedures, programmes and all site-specific safety regulations and requirements;
 - Oversee design, planning and construction of all schemes across the UK;
 - Understanding of development appraisals, viability and effective financial management of a project;
 - Prepare the development brief and have an acute understanding of design principles in line with the business strategy;
 - Assist in the preparation of business plans, budgets, delivery programmes and process reporting.
 - Negotiation of S106 agreements and CIL;
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- Monthly reporting on projects and input into investment committee papers and quarterly investor reporting;
- Manage the project team including, Architects, Site Managers, Contractors, Procurement's Manager, Design Manager and administrative support;
- Managing critical relationships with partners, stakeholders, design and construction teams;
- Work closely with the investment team with regards to preparing and maintaining financial analysis and profit forecasting for projects;
- Working with the construction and operational team to ensure soft landing of new assets.

EXPERIENCE / QUALIFICATIONS

- High levels of business acumen, including a clear grasp of financial models, costing and budgets, along with the know-how to assess and manage risk
 - Significant experience of strategic planning and managing multi-faceted teams, coupled with the vision needed to see, set and develop future agendas
 - Excellent communication, influencing and relationship management skills, backed by a good degree of personal credibility, stature and gravitas
 - A natural management style and collegiate approach to leadership, highlighted by the ability to inspire and get colleagues to positively 'buy-in' to your ideas and actions
 - Strong proven experience in a similar role
 - RICS qualification or equivalent
 - Strong IT skills Excel (cash flow analysis), PowerPoint, Word, Project
 - Strong time management capabilities
 - Capable of building strong relationships with a demanding team
 - Excellent negotiating skills, decision making ability and judgement
 - Experience within the BtR / PRS / Student Accommodation or Hotel sector, although not essential
 - Personality to be suited to work within a small company and ability to work independently;
 - Excellent IT skills Excel (cash flow analysis), PowerPoint, Word, Project etc;
 - Organised and thorough, with excellent attention to detail;
 - Good communication skills and Fluency in English is required.
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