



Yorkshire Housing Role Profile

Job title:	Land Buyer	Leader of others:	Yes
Reports to:	Head of Acquisitions	Contract type:	Agile Homeworking
Business area:	Development; Land and Planning	Car allowance:	No
Budget holder:	Yes	DBS required:	No

Job purpose

Assist the land team in acquiring land to build a strong land pipeline in order to deliver the Development Programme in accordance with the Development Strategy ensuring that targets are met.

To build a contact base including land agents, land-owners, local authorities and other key stakeholders.

To acquire sites for residential development of a variety of tenures, undertaking site identification, due diligence, offer, contract, purchase, planning to pre-start on the sites acquired.

Project Manage sites of varying tenures including market sale, low cost home ownership, affordable rent and market rent from inception through to legal completion.

Key responsibilities

- Alongside the land team Identify and acquire land suitable for residential development of varying tenures including market sale, low-cost home ownership and rent. Managing the land acquisition process from identification, due diligence, offer, contract, purchase, planning through to pre-start with the guidance of the Land Manager/Senior Land Manager
- Co-ordinate the activities of internal and external stakeholders (e.g solicitors, consultants, contractors, developers and YH colleagues), to ensure that individual sites meet key milestones and are managed within the YH risk profile
- To develop bids for new opportunities and assess the suitability of sites, undertaking option appraisals to determine the most appropriate mix and tenure
- Undertake financial viability appraisals and prepare Directors Approval reports, as requested
- To actively liaise and create strong relationships with our Partners – Land Agents, Local Authorities, Developers, Consultants, and other internal stakeholders
- Fully observe and follow YH development processes and audit requirements
- To provide clear briefs, commission and manage consultants on specific development schemes
- Appoint and work with solicitors in the production of legal documentation in respect of all land purchases within the required timescales
- Liaise with internal stakeholders regarding mix, specification, design, selling prices and costs and to ensure they are consulted and kept up to date of progress
- Generally, to have input into the review of Development Policies and Procedures, and to be pro-active in terms of identifying and analysing new ways of producing homes in accordance with the Development Strategy
- Any other duty which is appropriate to the level of the post.

What you'll bring to the role

The main things:

- An understanding and experience in land acquisition as well as housing development and construction
- Experience of appraising sites in order to assess their suitability
- An understanding of the complexities of managing schemes and substantial budgets associated with these schemes
- Experience of building internal and external relationships and strategic partnerships e.g. Land agents, Local Authorities, planners, QS, Architect and Contractor
- Knowledge of the planning process
- Demonstrate a thorough knowledge of the relevant external environment and the impact on YH
- Demonstrate knowledge of the legal process and contracts when acquiring land
- Experience of planning, Building Regulations and regulatory and legislative requirement
- Excellent communication and interpersonal skills
- Full UK driving license (with ability to travel regularly to our sites across Yorkshire)
- Able to work outside normal office hours occasionally (including evenings and weekends)
- Eagerness to develop own skills and adapt to change
- Personal values and approach that align with YH's values
- Ability to work flexibly in line with Hub, Home and Roam principles
- An understanding of Equality, Diversity and Inclusivity and how this is applied through our service to customers and colleagues.

It would be a bonus if you have:

- Awareness and understanding of different tenure types including outright sale, low cost home ownership, market rent and affordable rent
- Understanding of extra care provision and retirement living.

Our values:

Our values describe what matters most to us, and what our colleagues should expect from each other. We're all expected to show how we support and live up to these values in our work.

Create trust • Do the right thing, not the easy thing • Be honest and open • Do what you say

Be curious • Think differently • Ask questions • Keep learning

Make it happen • Own it • Do it • Be empowered

Achieve impact • Do things that matter • Deliver results • Show pride and passion

Have fun • Enjoy work • Be yourself • Stay connected

We want colleagues to feel free to be themselves - so we're all responsible for making sure we promote a culture of equality, diversity and inclusion. And, as you'd expect, we're responsible for our own health and safety, following our policies and doing any training needed for our roles.

Date last reviewed: April 2024