**Strategic Land Regional Director – Midlands**

Taylor Wimpey is one of the largest residential developers in the UK and we are passionate about building new homes and communities with a focus on sustainability. We are looking for an experienced Strategic Land, Regional Director to manage the Taylor Wimpey Strategic Land team in Warwick, Cannock and Solihull having overall responsibility for the management of the Taylor Wimpey Strategic Land (TW SL) asset portfolio in the Midlands region.

Reporting to the Strategic Land Managing Director (North) the successful applicant will have a positive attitude with ambition to achieve personal and team goals; ability to produce high quality, reliable reports to tight deadlines and proven budget control skills.

Working closely with the Regional Business Unit teams to deliver the full potential and optimum value from Taylor Wimpey’s assets you will enhance the forward land portfolio with a regular supply of high quality opportunities which align with our regional Land Strategies.

This is a vital role in our business, delivering effective land and planning solutions to Taylor Wimpey’s business units based in the Midlands. As part of the Strategic Land Management Team you will maintain and reinforce the Taylor Wimpey brand with External Stakeholders as well as assist the business in achieving key objectives.

**The Role:**

**Business Management**

* Establish and communicate a considered Land Strategy.
* Agree, set and deliver TW SL specific business objectives in the Midlands
* Manage objectives and team performance against the Land Strategy
* Managing an accurate record of assets through the TW SL database.
* Portfolio management to enable delivery and optimise value
* Drive industry and TW best practices

**Financial Management**

* Budgeting and forecasting of all spend on TW SL assets
* Production of realistic project specific appraisals
* Ensure effective project management so as to optimise value of assets

**Securing New Business**

* Identifying new opportunities in line with the requirements of the Land Strategy
* Negotiation and completion of new assets in accordance with TW guidelines
* Detailed knowledge of regional and TW SL land supply
* Strong contact network within the regional market place

**Delivering Business Objectives**

* Annually agree a Land Strategy with each RBU and Divisional Managing Director (DMD)
* Deliver sites in the desired location with appropriate margins to the RBUs on time and within budget
* Produce and agree business plans and development strategies for major projects
* Maintain and enhance the scale, mix and quality of the Midlands TW SL portfolio

**Stakeholder Relationships**

* Generate positive team morale and promote TW both internally and externally
* Develop positive relationships with wider team especially Divisional and Regional MDs and Regional Management Teams
* Manage and nurture external relationships with land owners, local government, developers and agencies

**The Person:**

* Excellent communication and negotiation skills
* Sound knowledge of Land and Planning law and experience in putting this into practice
* Previously held a senior land and/or planning role within a national housebuilder
* Understanding/experience of consortium issues
* Previous team leadership experience (within a similar organisation preferable)
* Up to date land contracts and planning knowledge
* Proven track record in managing the delivery of objectives
* Proven land network in the Midlands

**In order to be successful in this role you must be able to prove eligibility to work in the UK.**

**The Company:**

Taylor Wimpey is a FTSE 100 business and one of the largest residential developers in the UK, building new homes and communities across England, Scotland and Wales.

Our vision is to become the UK’s leading residential developer for creating value and delivering quality. We build over 10,000 homes each year, from one-bedroom apartments to six-bedroom houses all across the country.

Our people are passionate about the house building industry and about our customers. Culturally we pride ourselves in having a diverse work force with an opportunity to grow a career in a variety of environments. We look to develop our people in the skills and areas they are most interested in so if you are looking to join a thriving company going through an exciting period then please get in touch.