



Job Title:	Senior Development Manager
Responsible to:	Operations and Finance Director
Purpose:	To initiate and deliver property development projects, managing multiple projects from inception to completion.

Overview

The overall purpose of this role is to initiate and to take to completion a range of development projects to achieve the objectives set out in the Company's business plan.

The post-holder will be expected to work at a senior level across the private and public sectors. Considerable leadership and personal initiative is required to identify and create development opportunities, combined with strong collaboration with the other members of the senior management team.

The post requires a vision and enthusiasm for the role of property led development and regeneration in delivering financial, economic and social benefits to the City of Edinburgh.

Principle Objectives and Responsibilities

- Create viable development opportunities in support of company priorities.
- Manage the implementation and delivery of projects through target setting, reporting and monitoring.
- Prepare reports for and make presentations to the Board of Directors to allow the Directors to make informed decisions in support of the business objectives.
- Negotiate property sales, purchases and leases and other development related contracts
- Participate in the procurement of consultants and contractors.
- Assist in the preparation of company strategy and business planning.
- Lead in-house staff and teams, including staff development and performance monitoring.
- Participate in the general management of the company and its operations.



Qualifications, Knowledge and Experience:

- A strong background in concluding deals and in delivering major projects.
- Experienced in preparing business plans for development opportunities.
- A knowledge of development management systems.
- Experience in raising development finance.
- Track-record of team leadership and staff supervision.
- Evident competence in preparing project financial appraisals.
- The capability to manage multiple projects simultaneously.
- A good understanding of the public / private sector interface in property.
- Excellent communication skills – both verbally and in writing.
- Effective partnership working at a senior level in a commercial environment.
- Membership of RICS with at least 10 years post qualification experience desirable.