



Senior Development Manager

Opportunities at Bankfoot APAM



SENIOR DEVELOPMENT MANAGER

COMPANY: Bankfoot APAM

LOCATION: London

REPORTS TO: Managing Director

TYPE OF VACANCY: Permanent

TIME/PART TIME: Full Time

WHY BANKFOOT APAM?

Bankfoot APAM is a specialist Development Management business, committed to delivering successful and sustainable places to work, visit, live and enjoy.

Whether the objective is to enhance investment returns, deliver key ESG-focussed benefits, or simply generate development profits, our experienced team has the unique skills and expertise to advise-on and manage all aspects of the development process. Providing a complete end-to-end solution to deliver successful and market-leading projects from inception to through to completion.

The experienced and dynamic core team boast an impressive, combined delivery track-record of successful, award-winning projects throughout the UK. Collectively, the business has advised on over £2.25 Billion of commercial development, refurbishment and value-add strategies on over 65 assets and across all real estate sectors.

ABOUT THE TEAM

Bankfoot APAM has an energetic and sociable office atmosphere, with a hardworking team that is passionate about growing the business. The strategic partnership with APAM, delivers significant potential to strengthen Bankfoot's competitive position and international client base, as well as providing opportunities for the team. Develop your expertise and career as an integral part of a lean, agile and expanding business area.

ABOUT THE ROLE

This role is ideal for a Senior Development Manager specialist seeking to join a dynamic friendly team and play a key role in some very innovative projects.

You will have the skills and experience to advise on all aspects of the development process from the appointment and management of a professional team through to the preparation of a planning application and the selection of a main contractor to implement the construction phase of the project.

You will support the team to maintain close working relationships with clients whilst preparing and implementing improvement and development strategies.

KEY RESPONSIBILITIES

Reporting to the Managing Director you will be responsible for ensuring the delivery of a fully integrated development management service.

Research and Administration

- Responsible for the research and administration of various development projects, along with the implementation of the property development strategies.
- Undertake development feasibility and viability appraisals.
- Provide the business with technical advice in respect of development, planning and property matters including landlord and tenant matters.
- Analysis and technical due diligence - preparing development appraisals and cashflow forecasting.
- Complete board papers.

SENIOR DEVELOPMENT MANAGER

End to End Service

- Manage development projects from inception to completion, including property audits to identify key development issues.
- Oversee varied professional teams and steer the design process
- Manage the planning, design and delivery of best-in-class mixed-use, office and residential projects.
- Manage JV's, development agreements, sale and purchase agreements, lease agreements and funding agreements.
- Establish and direct the sales and marketing process on behalf of the client.
- Analyse and track the schemes development appraisal in line with the business strategy.
- Carry out risk, cost and programme management throughout the project lifecycle.
- Lead and obtain planning approval in line with the development appraisal and oversee S106 negotiations.

Relationship Management

- Commission and manage multi-disciplinary consultant teams to support project development and implementation.
- Stakeholder engagement and contractor procurement - Monitor the development closely and manage relationships.
- Work closely with solicitors to deliver timely project completion.

Business Development

- Development of business strategies and plans.
- Secure a pipeline of short/medium/long term development opportunities - lead and be responsible for the implementation of projects, programme and initiatives across the business in line with future plans, strategies and priorities.

KEY COMPETENCIES

We use our key competency framework to recruit and develop our team because we want to ensure our people have the ability to lead and make a real impact on the work we do.

Ownership / Doing the right thing:

- Excellent technical/property/legal/market knowledge
- Reasoned decision making
- Strong Reporting and Communications skills – provide knowledgeable project and strategy recommendations
- Excellent awareness of market trends and competitors

Driving Value and Financial Acumen:

- Effective negotiation skills
- Excellent market knowledge and awareness
- Promoting a culture of growth through revenues
- A proactive approach to individual targets

Passion / Relationships:

- A positive attitude that demonstrates pride at the workplace
- Being knowledgeable about products and services offered by the business
- Being robust in upholding Bankfoot APAM's cultural values
- An entrepreneurial nature that welcomes new opportunities and challenges

SPECIAL REQUIREMENTS (e.g. travel, unsocial hours)

- Normal Hours of work for this role are 5 days a week 9.00 am – 6:00 pm based in the Company's London office (office based with flexibility)
- Must be flexible and able to work extended hours as likely necessary on occasion.
- May be required to travel both within the United Kingdom and abroad

SKILLS AND EXPERIENCE

Technical:

- Excellent business user of Excel, Word, PowerPoint and other Microsoft Office tools

Experience:

- Proven experience in the UK property market, which should include good investment and asset management strategies.
- Full project lifecycle knowledge essential including; business case & briefing, feasibility, design, development, delivery, sales & lettings
- Strong experience of preparing development appraisals
- Experience of working closely with various stakeholders to ensure successful completion of projects
- Be comfortable working in a small team or independently.
- Analytical skills and understanding of financials
- Strong interpersonal and communication skills

Education:

- Educated to degree level (preferably Real Estate related)

LONDON

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