



Specialists in Development Management

A fully integrated development management service

bankfoot|APAM

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 provide specialist Development Management and Project Management services, which will be an integrated and complimentary service alongside the well-established Investment & Asset Management services offered by Catella APAM. This combined end-to-end service offer will ensure the company is exceptionally well placed to capitalise in an uncertain market, where performance and delivery are vital to successful business plans.

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 £1 Billion of commercial development, refurbishment and value-add strategies on over 50 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.

ABOUT THE ROLE

This role is ideal for a 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 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 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 - Running development appraisals and cashflow forecasting.
- Assist in the preparation of board papers.

End to End Service

- Manage development project from inception to completion.
- Manage the planning, design and delivery of best in class mixed-use projects.
- Assist with the implementation of JV's, development agreement, sale and purchase agreement, lease agreement and funding agreement.
- Establish and assist with 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 management.
- 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.
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- Secure a pipeline of short/medium/long term development opportunities and 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/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 – please note we currently have special arrangements in place for working safely during the coronavirus outbreak.
- 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:

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

Experience:

- Understanding of the UK property market, which should include basic investment and asset management strategies.
- Full project lifecycle knowledge desirable including; business case & briefing, feasibility, design, development, delivery, sales & lettings
- Experience of working closely with 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)

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