Job Profile

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| **Job Title:** | Senior Development Manager |
| **Department:** | Development |
| **Report to:** | Development Director |

## Background

Quintain is one of the largest mixed-use developers in Ireland, with a landbank that can accommodate over 9,000 residential units and almost 1m square feet of commercial space.

To work as part of a small dedicated team, the senior development manager will be expected to lead their own projects across all aspects of the development process including options analysis, financial appraisals, presenting / reporting, planning applications, design development, project delivery, contract negotiations, service charges and liaising with leasing, sales and management teams.

## Key Accountabilities:

* Leading on financial analysis/appraisal of development projects and preparing budgets in line with their projects;
* Managing external professional teams to deliver planning consents and design against agreed programme timescales and budgets;
* Understand existing Planning Consents and negotiate, with the Local Authority, the detailed planning consents for their projects;
* Discharge of planning conditions;
* Working with the project management team to prepare the project for construction;
* Responsible for commercial inputs and profitability analysis of their projects
* Liaising and negotiating with third parties including utility providers, Local Authority, AHB’s, stakeholder groups, resident/community groups etc. as necessary;
* Liaising and managing the construction partner to ensure on time and on budget delivery of the project;
* Liaising with the Sales and Marketing manager with regard to all aspects of the branding, marketing and sales/leasing of the development;
* Exploiting every opportunity to add value to existing and new developments;
* Working with the underwriting team in the preparation of the business case for new acquisitions.

## General Accountabilities:

* Undertake additional relevant duties which fall under the general scope of the role, as directed by your Manager, raising any issues with capacity so they can be properly managed;
* Remain knowledgeable about Group activities, benefiting from all forms of internal communication provided and acting as a positive ambassador for the Company at all times;
* Use materials and resources effectively and efficiently to minimise waste and consider the impact of potential actions on the environment before taking business decisions.

## Qualifications and Experience:

* Ideally MSCSI/MRICS qualified;
* Experience of taking projects through the planning, pre-construction, construction and sales/leasing process;
* Proven experience of residential and/or commercial delivery, with circa 7-10 years' experience, ideally on medium / large scale projects;
* Experience of PRS ideal, but not essential.

## Core Competencies of the Role:

* Clear and concise written and verbal communication skills;
* Highly numerate with ability to apply these skills using Excel spreadsheet techniques for development schemes;
* Commercial understanding of the legal process in respect of establishing Development Agreements and applying the terms of the DA’s once they become live;
* Understanding of Part V process;
* Good understanding of the ‘due diligence’ process in respect of land development acquisition.