

HEAD OF NEW BUSINESS

town&country™
housing

PRIDE

in everything we do

PASSION

for excellent customer service

RESPECT

for everyone

INNOVATION

brings improvements

TEAMWORK

brings results

town&country™
housing

Welcome letter from Colin Lissenden, Development Director

We are currently looking for a Head of New Business to join the Development Team following our recent announcement that Town & Country Housing has decided in principle to join the Peabody Group as a regional subsidiary.

We will continue to build high quality homes with the backing of one of the oldest housing associations in the country, which will enable us to expand our development team and deliver 800 homes across Kent & Sussex each year.

We have a strong social purpose, and from our office in Tunbridge Wells, we tailor our services to the needs of local communities. Working closely with our local authority partners and other stakeholders, we provide innovative solutions to meet local housing needs.

We primarily focus on providing land led growth which takes an array of skills to deliver. You will bring experience of sourcing and buying land for residential development and we offer a substantial land bank to provide maximum flexibility to deliver our ambitions.

Commercial skills and a social drive should produce results and returns for Town & Country Housing, enabling us to maximise our capacity to deliver social housing across our region. We use innovation to stay ahead of the competition and you will add to this, bringing with you a team based work ethic to get the best out of our people.



Colin Lissenden
Development Director



Corporate Strategy

The rapidly changing landscape for social housing and some of the biggest challenges for the social housing sector in memory has energised the Board, executives and staff at Town & Country and this strategy sets out how we intend to respond to those challenges.

We intend to remain a housing business with a social purpose. We will adopt a commercial approach to driving an efficient housing business, through being an excellent organisation, maximising resources and investing in commercial ventures to provide surpluses to invest in affordable housing and services.

We will build on our strong reputation as an efficient, well managed and financially sound business. Our well documented track record of innovation means we will be able to continue to deliver on our social purpose as well as responding positively to the agenda of efficiencies, increasing the supply of new homes and providing access to home ownership for more people.

This Corporate strategy sets out our focus and objectives until 2020 to ensure we are well positioned in the new environment and remain on a sustainable footing for the future.

Bob Heapy
Chief Executive

Our Corporate Strategy is based around five key themes:

Viability - Customers - Support - Growth - Leadership



About Town & Country Housing Group

Town & Country Housing provide more than 9,500 affordable homes in Kent and Sussex. We have a strong commitment to providing good quality housing, excellent customer service, supporting and developing vibrant communities and combating social exclusion. We are committed to developing a positive approach to customer service, where the views and needs of residents are at the heart of everything we do.

mission

Deliver quality homes, build communities & improve lives

vision

Homes people choose

values

Pride
Passion
Respect
Innovation
Teamwork



In delivering our vision, we expect to achieve a number of key outcomes:

Provide a choice of good quality homes and services.

Deliver excellent services tailored to the needs of individual residents, with additional support for those who need it.

Support the development of vibrant, sustainable communities.

Continue to provide new homes, working within financial constraints.

Pride
in everything we do

Passion
for excellent customer services

Respect
for everyone

Innovation
for improvement and value for money

Teamwork
for results

Head of New Business

Purpose:

To identify, lead and coordinate all land and property acquisitions, being a key player and a driving force in ensuring the Development Directorate and the New Business Team successfully delivers Town and Country's development strategy.

Key Activities:

- To lead and manage the New Business Team, consisting of three New Business Managers and a New Business Officer, to ensure they achieve the organisation's aims for both affordable and private sale projects and that high standards are delivered
- Reporting directly to the Development Director and working with him to respond to development and funding opportunities and tenders such as Homes England bidding rounds
- Proactively network, research and communicate to identify and pursue new and innovative business opportunities
- Working in partnership with internal clients to ensure that sustainability and management issues are considered in decision making, that future maintenance costs are minimised and that good communications and effective reporting procedures are maintained
- Ensure compliance with legal and statutory obligations along with Town and Country's and the Homes England's procedures, standards, regulatory and funding conditions
- To be an active member of the leadership team and to be a main contributor to Town and Country's activities
- Actively ensure that the New Business Team, along with contractors and consultants, operate within Town and Country's Equality and Diversity Policy
- Prepare board papers as required
- To develop the skills of the New Business Team and provide opportunities for development
- Appraise opportunities and monitor the progress of schemes for risk and affordability ensuring all activities sit within Town and Country's risk framework and that all controls are in place
- To achieve high standards, including high quality design, high standards of sustainability, lower capital cost, lower cost in use and meeting the needs of current and future residents and communities in which they live
- Undertake complex negotiations involving new business and regeneration projects, joint ventures and partnership working
- To manage assigned budgets effectively ensuring that they deliver value for money and expected business outcomes.

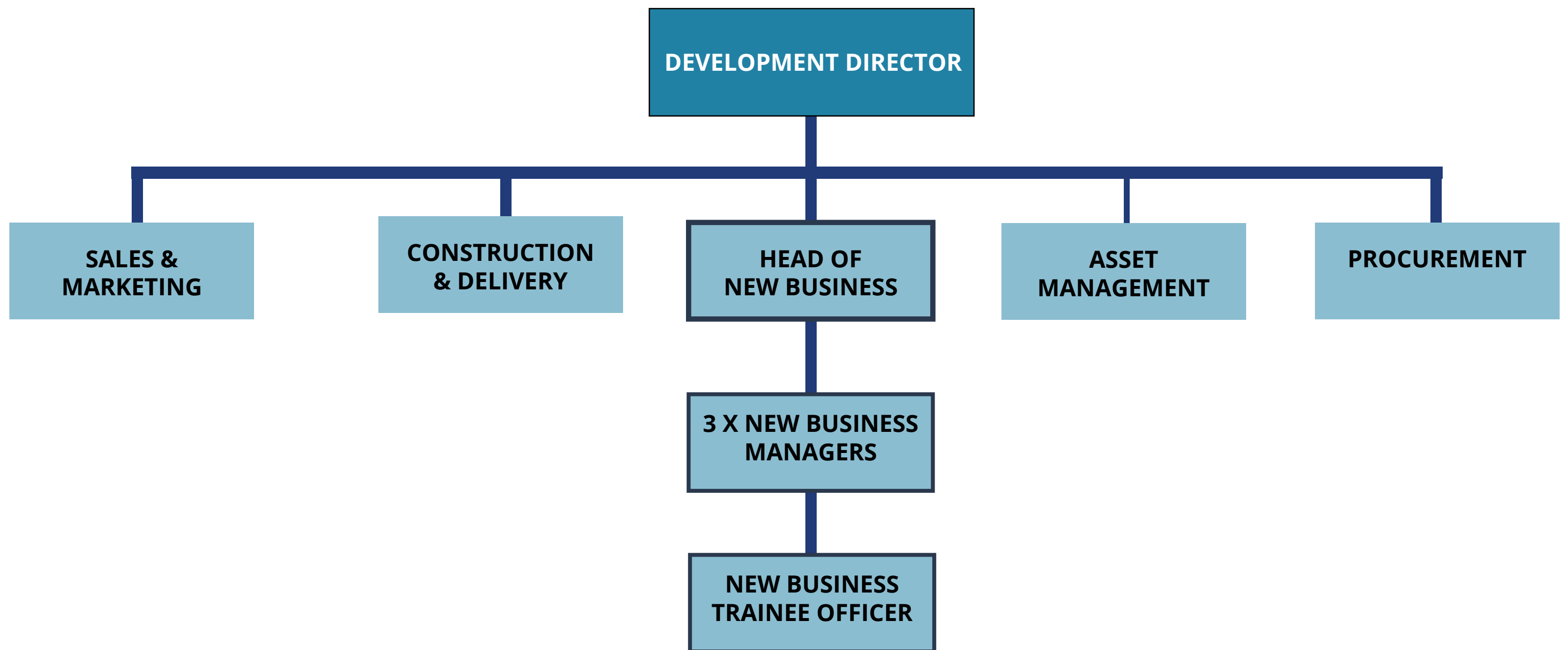


Person Specification

Area	Skills and Experience	Essential or Desirable
Education	<ul style="list-style-type: none"> Professional qualifications such as RICS, MCIQB 	<ul style="list-style-type: none"> D
Knowledge & experience	<ul style="list-style-type: none"> A proven track record of securing land and development opportunities An established network of contacts within residential development and construction Experience of preparing written reports and presentations Able to demonstrate meeting and exceeding targets and expectations Experience of leading and managing teams Able to bid for land and development opportunities Able to achieve residential planning consent Able to procure and negotiate building contracts which deliver high levels of quality optimum cost 	<ul style="list-style-type: none"> E D E E E E E E
Behaviour & skills	<ul style="list-style-type: none"> Great influencing skills The ability to communicate effectively and professionally, using appropriate methods projecting a positive impact on recipients The ability to interact and build productive relationships internally and externally The ability to work effectively in a pressured environment Results driven High levels of financial acumen and ability to make decisions based on financial data The ability to understand strategic goals and develops plans to achieve them 	<ul style="list-style-type: none"> E E E E E E E

This role requires the successful candidate to travel to various sites across our housing stock and therefore a full driving licence and access to a car with relevant insurance is an essential requirement of this role.

Development



To apply for the role please contact our
recruitment partners
Ocean Edge Executive Search.

OCEAN EDGE
EXECUTIVE SEARCH

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housing

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