



Paragon Asra



PA Housing


Senior Development Manager

*Passionate about delivering more
affordable homes and great services*

oceanedge.biz/PAH

working in partnership with

OCEAN EDGE
EXECUTIVE SEARCH



We need motivated and driven people who will be able to help us achieve our goals.

About us

PA Housing is ambitious about growth.


We are dedicated to increasing our development programme to enable us to build 500 new homes per year predominately focused within London and the South East. We are financially strong and have an excellent reputation.

We need motivated and driven people who will be able to help us achieve our goals.

Our history

In April 2017 asra Housing Association and Leicester Housing Association – both part of asra Housing Group – amalgamated with Paragon Community Housing to create Paragon Asra Housing (PA Housing). One of the main reasons for the amalgamation was to help meet the need to build more homes.

We have created an ambitious and dynamic housing association and together we own and manage almost 24,000 homes in London, Surrey and the Midlands.



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An exciting future

Creating more affordable housing is central to our future and we relish the challenge of developing more quality, affordable homes for our customers.

We aim to deliver an annual programme of over 500 units focused in London and within the M25.

However we are about much more than just bricks and mortar. We focus on the wellbeing of the people we serve and have exciting plans to help our neighbourhoods prosper and thrive.

We have the potential to achieve brilliant things in the future and we look forward to unlocking the benefits which PA Housing can bring – to our customers, our employees and in the wider community.

Our success and our plans for the future would not be possible without our dedicated team of staff members. Every one of our employees help to make a difference to the lives of our residents and other local people, and we look after our team members well.

We are looking for a Senior Development Manager to help drive us forward. The role is central in helping us achieve our exciting plans for the future to ensure the organisation can grow and even more

people can benefit from our exceptional services. You will take the lead in project managing new schemes from inception to completion; ensuring projects are delivered on time and on budget.

It's a really exciting time to join PA. If you would like to join us, we look forward to your application.



Our values

Our values underpin everything we do and our culture and behaviours define how we do things.



Always do the right thing

We offer the best quality service that we can.

We are dedicated to our people.

We are honest, open and responsible.

We challenge ourselves to be the best.

We always look for best value.

There when you need us

We always offer solutions.

We listen and take action.

We deliver on our promises.

You can count on us.

We treat people as we would want to be treated.

We never give up

We are ambitious.

We are unashamedly bold.

We work together to make a difference.

We welcome innovation.

We show courage in our pursuit of growth.

We create a culture that people want to be part of.

A great place to work

We pride ourselves on our 'can-do' approach and our caring, staff team.

PA Housing is an extremely welcoming and friendly place to work. We have a philosophy of continuous improvement and invest in our staff, giving employees support and encouragement to flourish. As a result our team members are committed to delivering value for money and excellent customer service.

Working for PA is incredibly rewarding. Everyone in our team makes a difference to people in the diverse and vibrant communities we serve.

In turn, we reward our staff for their dedication by offering competitive salaries and an excellent range of employee benefits including:

- Opportunities to develop your career through internal and external training, professional qualifications, career coaching etc.
- Onsite parking for our Surrey Office
- Auto enrolment pension scheme
- Health Cash plan for discounted optical, dental and health
- Car allowance
- A dedicated learning and development plan for every employee

Equal opportunities

We are an equal opportunities employer and we make sure that every step of our recruitment process is fair.

Role profile

Senior Development Manager

Location: Walton on Thames/ London

Dept: Business Development (Development and Sales)

Salary: £60,000 + £1,874 pa essential car user

Hours: 35 hours per week

PA Housing is an award winning provider of affordable, quality homes, but our business is about more than property – it's about people. We aim to put our residents at the centre of everything we do and offer first class services to all.

Our business is built around decades of experience in the social housing sector across the Midlands, London, Home Counties and the South East. We hold a stock of more than 24,000 homes and employ 600 plus staff to provide a high standard of service to our householders.

Our success and our plans for the future would not be possible without our dedicated team of staff members. Every one of our employees help to make a difference to the lives of our residents and other local people, and we look after our team members well.

We currently have an opportunity for a Senior Development Manager to project manage challenging, complex, multi-phased and mixed tenure schemes from inception to completion. You will lead and motivate a team of staff to ensure the development programme is effectively managed, and that each project is delivered to the required time, cost and quality standards. You will need extensive experience of dealing with technically challenging schemes, multi phased high risk and resolving contractual delays, claims and negotiating solutions to deliver the scheme successfully.

The successful candidate will have:

- A degree or relevant discipline or 5 years relevant experience of project managing affordable complex residential schemes.
- Strong technical knowledge of building procurement, design and construction technology. Including high rise/high density schemes.
- Membership of professional body e.g. RICS, CIOB.

- Extensive experience of new scheme procurement.
- String financial acumen and experience of managing budgets.
- Outstanding leadership and communication skills.

This is a great opportunity for an enthusiastic and motivated individual to work as an integral part of a dedicated Development team.

We recognise that people are at the heart of our business and that success is dependent on enthusiastic and committed colleagues. We make sure they feel supported and encourage a culture of opportunity and learning to enable colleagues to fulfil their potential and make a real difference to people's lives every day.

Working for PA is incredibly rewarding. Everyone in our team makes a difference to people in the diverse and vibrant communities we serve.

In return, we reward our staff for their dedication by offering competitive salaries and an excellent range of employee benefits including:

- 26 days annual leave entitlement per annum plus bank holidays (pro rated for part time roles).
- Opportunities to develop your career through internal and external training, professional qualifications, career coaching etc.
- Generous pension scheme.
- Health Cash plan for discounted optical, dental and health.
- Perkbox – High street discounts.
- Long Service Awards.
- Health and Wellbeing initiatives.
- Walton on Thames is located 10 minutes from the M3 and 30 minutes from the M25.
- Our London offices are near Borough Market and Southwark Street tube station.

PA Housing - Passionate about delivering more affordable homes and great services

Main Purpose of Job

- To lead on the project management of significant land led new residential and mixed use developments from inception through completion, in collaboration with our New Business and Regeneration teams.
- To lead on the management of SPV companies, projects and joint ventures that PA undertakes.
- To be the technical and delivery lead in managing the more challenging, complex, multi-phased and mixed tenure schemes.
- To lead project recovery solutions and strategies for any problematic or delayed development, including recommendations regarding and proposed litigation and claims.

- The effective management of the development programme to meet all growth and asset management targets, including line management of staff (Development Manager/Assistant Development Managers) within the delivery team to ensure the delivery of each project to the required time, cost and quality standards.

Key Tasks and Responsibilities


- To take overall responsibility for project management of allocated projects and lead teams of consultants and contractors to deliver a portfolio of complex housing development schemes of all tenures, including Rent, Shared Ownership, Commercial and Private Sale.
- Provide mentoring and guidance to your direct reports and help resolve any performance issues with their projects.
- Plan and manage your wider portfolio of projects to ensure that the highest quality standard is achieved at Practical Completion stage and handover to our client departments (Sales/Housing Services/Leasehold Services).
- Prepare and manage project risk registers, identifying risk and mitigation to off-set or eradicate the risks, or include cost and impact within budget costs and programme. Review risk registers for your direct reports and sign-off.
- Manage the contract budgets to ensure that the total scheme costs remain within the Approved Budget, notifying the Assistant Director of any risks of cost overrun at the earliest opportunity. Update the monthly cash flow on Pamwin and keep Finance updated on any variances. Check to ensure that your direct reports complete the same each month.
- Liaise with our Sales & Marketing team to ensure the Shared Ownership and Private Sales homes are delivered to meet agreed Sales strategy and programme. Delivering show units and information in good time as agreed.
- Liaise with the Consultant Team and Programme Manager and provide programme information to the funding authorities. Assist in the preparation of bids to funding bodies as required.
- Provide regular performance information (scheme progress, risk analysis, and expenditure against budget) and programme update reports for the Assistant Director to assist in the management, control and development of the business.
- Work with the New Business Team to review the construction management plan and proposed JCT Contract/Development Agreement for new schemes proposed and advise on any issues of concern or risk to the delivery of the scheme.
- Manage the delivery of the assigned areas of the development programme to meet targets and the PAH's Business objectives. Assist with the purchase of sites; obtaining planning approval and delivery of the construction of the project.

- Ensure projects meet the PAH's Corporate Plan Objectives and Development Strategy and that they comply with all funding conditions, relevant Quality Standards and that accurate scheme and Audit files are maintained.
- Ensure projects comply with our Employers Requirements, the relevant Design & Quality Standards, Nationally described space standards, HQI's requirements and that the requirements of any Investment Contract are met.
- Assist in the selection, appointment and briefing of consultants and in monitoring performance of consultants and contractors. Liaise with appointed consultants and contractors in relation to the construction and completion of new developments.
- Develop and maintain productive working relationships with key strategic partners. These will include key Local Authorities, property developers, contractors, GLA, Homes England, local housing association partners, landowners, agents, private landlords and consultants.
- Maintain positive working relationships with internal customers and hold regular update meetings with the PAH subsidiary organisations.
- Seek to promote the PAH development programme to enhance the PAH reputation as an effective developer and assist in the preparation of publicity information and functions.
- To project a positive image of the PAH and subsidiaries by providing an excellent level of customer service to the services' internal and external customers, including dealing with complaints.
- Contribute to the effective and efficient running of the business and Department, achieving targets and objectives that are set.
- Contribute to the introduction of new innovations or advances in development practice.
- Prepare and input Key Performance data for benchmarking purposes. (SDS Catalyst software).
- To promote diversity in all aspects of involvement, scheme design, construction and professional services procurement.
- Flexible working between the London and Walton offices.
- Use your creative flare to find solution to project challenges.

Performance Measures

- Produce monthly reports and review with the Assistant Director to provide regular updates on progress to all internal departments including the Leadership Team, Development Project Board, Development and Asset Committee and main Board, as required.
- Ensure schemes are delivered to meet Start on Site and Practical Completion targets as approved by our Development and Asset Management Committee and as agreed with the GLA and Homes England and the Programme Manager.
- Ensure tasks agreed at 1:1 meetings with your manager are met.
- Achieve all personal annual Appraisal targets.

Relationships & Contacts

- **Internal:** - Housing Services, Sales & Marketing, Asset, Finance and Customer Services teams.
 - **External:**- Contractors, Consultants, Local Authorities, Customers, GLA and Homes England
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Person specification

The following list of skills, knowledge, experiences and personal characteristics are classed as essential criteria for the role of Senior Development Manager. Please consider how you meet these criteria to help inform your application and interview.

Attitude

- Team player.
- Puts customers first.
- Passion for service excellence and continuous improvement.
- Displays a 'can do' attitude with drive and enthusiasm.
- Always lives the PA values.
- Self motivated and effective self starter.
- The role will require frequent travel and regular site visits requiring the ability to drive, possession of a full driving licence and ownership and use of a car.
- The position will require a DBS check to be completed.

Qualifications

- Educated to degree level or the ability to demonstrate technical knowledge of building procurement, design and construction technology. Including high rise/high density schemes.
- Membership of professional body associated with construction industry e.g. RICS, CIOB.

Skills

- Communicates effectively.
- Customer focused.
- Prioritises and multi-tasks effectively to meet deadlines.
- Ability to build and maintain effective relationships.
- Ensures policies and procedures are adhered to.
- Proven ability to work to strict deadlines.
- Excellent interpersonal and communication skills, able to co-ordinate, lead, motivate and work as part of a team with good judgement and ability to problem solve complex technical scenarios.
- Good financial and commercial awareness.
- Able to work on own initiative, make decisions and take responsibility for initiating action.
- Commitment to excellent customer service and promoting equal opportunities.

Knowledge

- Knowledge of housing strategy issues for London and South East.
- Working knowledge of Homes England & GLA funding procedures, Design & Quality Standards, project management and construction.
- Demonstrate an awareness of diversity and accessibility issues relating to housing and housing design.

- Strong awareness of Health & Safety within the construction industry, CDM regulations and JCT D&B contracts.
- Demonstrate good technical knowledge of new house and apartment building, avoidance of defective works and quality inspection procedures.

Experience

- At least 5 years experience of managing the delivery of a complex and challenging schemes from inception to completion, and through into defects.
- Extensive experience of new scheme procurement including – scheme optimisation, Two Stage tendering, managing the design process and monitoring scheme progress and programme.
- Proven track record of value engineering on land-led schemes to improve financial performance without reducing the quality or specification performance.
- Experience of delivering schemes under NEC, JCT Design & Build Contracts and Development Agreements including claims management and dispute resolution.
- Extensive experience of dealing with technically challenging schemes, multi phased high risk and resolving contractual delays, claims and negotiating solutions to deliver the scheme and minimise the impact for PA Housing.
- Experience of managing development staff and a small development team of project managers.
- Experience of using MS Word & Excel, Outlook and PowerPoint at intermediate level.
- Experience of working with a Registered Social Landlord or property developer.
- Experience of using IMS, SDS Proval, PAMWIN, Sequel and Catalyst, and use of electronic documents and drawings.

To apply for this role

Please email your CV to our recruitment partners Ocean Edge Executive Search at **jobs@oceanedge.biz**

For an informal chat please call Ocean Edge on **023 8000 1153**

Closing date:
Friday 10 May 2019

Working in partnership with Ocean Edge Executive Search
www.oceanedge.biz/pah

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