

An aerial photograph of a residential development, showing rows of houses, green spaces, and a winding path. A semi-transparent blue banner is overlaid on the image, containing the job title text.

# Senior/Associate/Associate Director Development Surveyor

South Seaham Garden Village

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## KEY DETAILS

- Permanent role
- Competitive Salary
- Some travel will be required
- Location: Manchester City Centre fringe/  
Home Working

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## ABOUT HIVE

Hive Land & Planning is an award winning, niche planning and surveying practice that has the combined skill set to provide a wide-ranging and agile consultancy offer to both public and private sector clients nationally. In the nearly 4 years since Hive was established, the company has developed an outstanding reputation for quality of service in various specialist fields.

We have quickly grown in to a dynamic and flexible team, delivering an exciting range of projects for our client base that includes volume and SME housebuilders, contractors, commercial developers, local authorities, registered providers, Homes England, landowners and corporate clients.

Hive is instructed across a wide range of large-scale transformational projects ranging from town centre regeneration and high street repurposing, infrastructure funding, strategic positioning and delivery advice for local authorities and developers to advising on numerous aspects of garden towns and villages. Hive are notably the only consultancy to be advising upon all four Garden Villages in the North West.

At Hive, our core values are to be personable and work in collaboration and partnership with our clients, local authorities, consultant teams and the communities we work in. We pride ourselves on offering a diverse and bespoke service to our clients, with a clear focus to provide high quality advice, outputs and results. Hive's collaborative development team approach ensures our advice is delivery focussed.

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## OUR DEVELOPMENT CONSULTANCY WORK

We are currently working on a diverse and interesting range of development consultancy instructions, covering a number of different sectors; Infrastructure funding, disposal strategies, site brokering/agency/soft market testing, site finding, commercial negotiations, site assembly, regeneration/town centre delivery, garden village and new settlement delivery strategies and much more.

Here's some examples of current and recent projects:

- **South Lancaster Growth Catalyst**  
**Client:** Lancashire County Council  
A scheme for over 9,000 new homes (including Bailrigg Garden Village) for delivery over the next 30 years. Our strategic advice covers a wide range of services from infrastructure funding (£140m), planning strategy, policies for securing developer contributions, programme management and landowner/developer engagement.
- **Strategic Land Site Finding**  
**Client:** Volume Housebuilder  
Identifying potential strategic residential land opportunities, contacting landowners and negotiating the terms of an acquisition. This instruction involved long-term, large-scale residential development opportunities that were strategic in nature, requiring promotion through the planning process prior to a planning application and acquisition of the land.
- **Brokering and Negotiations**  
**Client:** Various  
We are acting on behalf of various developer clients to secure off-market deals through direct negotiations with landowners and their representatives. It requires an understanding of the client's requirements and the methodology for identifying and analysing suitable sites. We bring our knowledge of the market coupled with an understanding of our clients' requirements to secure deals for housebuilders, registered providers, package providers and commercial developers.



The Garden Village @ Handforth

#### > **Preston City Living Strategy**

**Client:** Preston City Council

Negotiation and implementation of the multiple award-winning Preston City Living Strategy. Identifying development opportunities, addressing barriers to delivery and supporting landowners and developers in bringing their sites forward to deliver the regeneration of central Preston through the redevelopment of sites and bringing City Living to Preston.

#### > **The Garden Village @ Handforth**

**Client:** Cheshire East Council

Having secured £21.7m of infrastructure funding, Hive are now working on the disposal and the stewardship strategies for the delivery of the 1,500 unit garden village. As the majority landowner the Council need a strategic plan for the complex multi-phased disposal of the land, through soft market testing and analysis of market conditions. Hive have a separate instruction for the strategy to deliver and maintain the green infrastructure and community facilities.

#### > **Site Finding**

**Client:** Homes England

Supporting the land acquisition team at Homes England through the identification of suitable development sites to fit their bespoke set of requirements. Finding and analysing sites where there is a strategic role for the government agency to address issues of market failure.

#### > **St Cuthbert's Garden Village**

**Client:** Carlisle City Council

Supporting the City Council with a wide-ranging consultancy offer from securing infrastructure funding (£132m), reviewing and reporting on the potential role of a master developer and engaging with landowners and developers to support delivery of site. This feeds into the wider team work around viability, early phase delivery support and work on the future development corporation.

## AWARDS

Hive have also won regional and national planning awards for our work on the Preston City Living Strategy with Preston City Council, including best overall project at the 2020 Planning Awards and the prestigious Silver Jubilee Cup at the Royal Town Planning Institute National Awards for Planning Excellence in 2021.



## OUR CLIENTS

Here's some of our current development consultancy clients.





## WHO ARE WE LOOKING FOR?

At Hive, you'll be part of a motivated and friendly team who's focus is to provide high quality advice and deliver results for our clients. You'll be encouraged to innovate and drive projects forward using your own initiative as part of wider collaborative team approach. There will also be the opportunity to get involved with other aspects of the Hive business and new growth areas.

For the more senior positions, we will be looking for someone who can lead projects, win new business and generate leads, commensurate with the position applied for.

We are looking for someone who can demonstrate that they have the majority of the following qualifications, experience and attributes:

### QUALIFICATIONS

- Surveying related degree and/or postgraduate qualification (preferable)
- Royal Institute of Chartered Surveyors (RICS) (preferable)

### EXPERIENCE

- Excellent written and verbal communication skills (essential)
- Private sector development consultancy experience (preferable)
- Managing and delivering large scale, residential led projects (essential)
- Ability to demonstrate core surveying/development knowledge (essential)
- Demonstrable project management skills, with experience in leading multi-disciplinary teams (essential)
- Delivering commercial land and property deals (essential)

### ATTRIBUTES

- Confident and personable communicator, with an ability to maintain positive working relationships
- An entrepreneurial mindset and ability to spot new opportunities
- Self-motivated and capable of working to strict deadlines, operating within clear financial controls
- Ability to manage and develop junior members of the team
- Collaborative approach to work with team members, clients and local planning authorities
- Solution focused, adopting innovative and creative approaches to independently deliver projects
- Ability to run multiple projects at the same time and prioritise workload
- Commercially aware

- Ability to work flexibly and work outside standard hours of work in response to business requirements

Alongside the criteria listed above, you will also play an important role in helping to drive the future growth of Hive. Business development experience and/or having an established client base would therefore be an advantage.

The successful candidate will require the use of their own car and a valid driving license.



If this role is of interest and you're keen to join the Hive team, please contact Mark Vaughan in the first instance and submit your CV via email no later than **Friday 28th January 2022**.



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