

## Job Description – Rural Professional



<b>Job Title</b>	Head of Rural Professional (North East)
<b>Division/Department</b>	Rural, Energy and Projects (Professional)
<b>City</b>	Newcastle
<b>Grade</b>	Director / Associate Director
<b>Working Hours</b>	Full Time
<b>Reports To</b>	REP Head of Newcastle/Carlisle

*This document sets out the primary duties and responsibilities of the above position.  
The duties and responsibilities described below are not intended to be exhaustive.*

### The Role / Location

Continuing our expansion of our professional team across the country, we are looking for a senior professional to work alongside the existing team in the Savills North region. The successful candidate will be based out of Newcastle, but must be able to work agilely. The areas covered by the role include Cumbria, Northumberland, County Durham and North Yorkshire, with the wider North Region extending further south to Telford in the west and Peterborough in the east. In addition to taking a lead role in the day to day running and development of professional services in the North East, the role will include ensuring that work is implemented to a high standard and in a timely fashion, and assisting with the delivery of financial targets for the region. Day to day tasks will comprise rural valuations, landlord and tenant negotiations, CPO work, taxation, dispute resolution and expert witness work.

With 83 rural professional staff working across 30 UK offices, Savills can claim one of the largest professional teams in the UK. Savills Professional Services provide advice on valuation, landlord and tenant, expert witness and CPO, covering property assets of any scale, from large investment portfolios to small farms and other rural properties. The team has a deep knowledge base and is able to provide a clearly defined long-term career structure and excellent training opportunities for the right person. Our clients include rural estates, farmers, public bodies and rural property investors.

Our Newcastle office opened in autumn 2020, and as a new office has been fitted out to the highest standard. The combined Savills team in Newcastle offer the widest range of property services of any competitor in the region, across planning, development, , estate management and building surveying and more. There are over 180 staff in the Rural, Energy and Projects (REP) teams across all offices in the North Region, of which currently 15 are in the professional team.

The Rural, Energy & Projects team and the region is supported by the almost-limitless knowledge, resources and research within the national and international Savills network, and as a senior member of the team you will be expected to liaise with your counterparts across the country and to contribute to business development throughout Savills both within and beyond the professional and rural division.

This role offers considerable opportunities for the candidate to progress their career. Savills offer unique training across a range of subjects which includes a comprehensive business management programme. There are also opportunities to be part of national committees and focus groups.

### Key Responsibilities

- Leading the development of the professional business through networking internally and externally, building close relationships with existing and new clients and their professional advisors
- Working with and leading a team valuing rural land and property, including farms, estates, residential property and other mixed use rural property assets
- Professional consultancy work, including compulsory purchase and general negotiation over property rights
- Providing professional advice on how emerging regulations and practices may affect business plans
- An experienced advisor on Trust and tax, Succession, Landlord and tenant practice
- An active role in the marketing and promotion of the department and office
- Identifying and developing business opportunities,
- Capability of winning further work for the wider Rural Division and other Savills Divisions.
- Working with Newcastle's senior rural team, with responsibility for delivering the professional strategy within the locality and driving the business forward

- Consistently delivering high performance in terms of client service, compliance and profitability
- To contribute to and support business development initiatives and tenders, targeting and winning new business, and agreeing the scope of instructions and fees as appropriate.
- To ensure tight financial management by monitoring forecast and actual income and expenditure, debtors and recovery of disbursements at both departmental and client levels
- To help promote and deliver the firm's compliance procedures and standards

*In addition to the tasks described above, the job holder may be required to carry out other duties as may reasonably be required from time to time.*

## **Skills, Knowledge and Experience**

### **Skills and Knowledge**

- Proven record of ability to manage time effectively, prioritising tasks to ensure deadlines are met
- Ability to quickly build rapport and long standing client and colleague relationships
- An interest and track-record in generating new business
- Possesses vision and is able to develop complex strategies and solutions
- Commits to challenging goals and delivers consistently against these
- Financial and commercial acumen with excellent planning, budgeting and operational reporting skills
- Delivers efficiency in addition to effectiveness
- Self-starter, who relishes challenges and strives for the best
- Team player and proven leader who builds relationships and consults with others, quickly establishing trust and credibility
- Diplomatic and confident with a positive outlook
- Ethical with strong integrity
- Creative and lateral thinker, with the ability to problem solve and focus on solutions
- Commercially aware, but with the ability to vary approach dependent on circumstances
- Presentable and approachable and ability to engage with a variety of audiences
- Self-motivated, goal driven individual able to prioritise, work under pressure and meet deadlines
- Ability to work in a clear and logical fashion, with good organisational skills and attention to detail
- A proactive approach to work and a strategic thinker for departmental policy and strategy, both putting forward ideas and delivering

### **Technical experience**

- Experienced Chartered RICS member
- CAAV qualification not essential but helpful
- Experience in a similar role (essential)
- Highly competent and skilled with Microsoft Office, including Excel; training will be provided in respect of internal systems
- Ability to use varied methods of valuation
- Capacity to analyse and present statistical information
- Clear written and verbal communication style
- Driving licence and own car essential

## **Salary and Benefits**

- Salary subject to experience.
- Holiday dependent on level.
- Pension scheme after 3 months of employment.
- Life Assurance.
- Discretionary bonus.
- Medical Insurance (invitation after one years' service).
- Hours of work are 9:00 am - 5:30pm (however, in order to meet business requirements, you may be asked to work outside of these hours).

**To apply for this position, please submit a CV and Covering Letter, with salary requirements, to Melanie Latham, [mlatham@savills.com](mailto:mlatham@savills.com)**

*Please note, we will use your personal data to respond to your application. For further details, or to view our Privacy Notice or Group Equality & Diversity policy, see our website - [savills.co.uk](http://savills.co.uk). Savills is a Disability Confident Committed Employer. Savills is an accredited Living Wage Employer. Savills is a member of Stonewall's Diversity Champion programme – ensuring all LGBTQ+ staff are accepted without exception in the workplace.*