



Creating great homes together

Role Profile

Position

Sales and Marketing Manager

Reporting to

Head of Development

What you can expect

We're a magnificent place to work, where talented and ambitious people enjoy rewarding, purposeful and fulfilling careers in an inspirational environment.

- At Magna, we are committed to your growth and professional journey. We offer ample opportunities for further training and development, empowering you to excel in your career. Our comprehensive benefits package underpins our commitment to your well-being and includes a generous Pension Scheme, Health Care Cash Plan, Wellbeing Portal and Employee Assistance Program. These resources are designed to support both your mental and physical health, ensuring your success in both personal and professional aspects of life.
- We actively support our local communities and encourage employee involvement by offering one paid day per year for volunteer activities alongside access to Credit Union facilities and Colleague Voice. You will also benefit from Company Sick Pay and a competitive annual leave entitlement, which increases progressively with your length of service over the first five years.

What you are known for

- This is a new post that will be pivotal in identifying, appraising, marketing and selling our ambitious programme of shared ownership homes.
- Identifying and securing sites for purchase by the team
- Key Account management for allocated local authorities
- Engaging in new schemes from inception through to completion of shared ownership homes.
- Maintaining accurate and timely financial and qualitative data for the department.
- To evaluate all homeownership opportunities across Magna's core area.
- Maintaining the organisations profile through the departments PR and Communications strategy

What you take care of

- To ensure the delivery of a pipeline of viable sites.
- Appraise schemes against our financial and risk parameters and recommend and make offers.
- To liaise with our public and private sector partners to promote Magna and its strategic aims.
- To maintain and develop contacts with the local authorities, housing associations, home buy agents and other institutions to keep up to date with local market patterns, open market values and industry trends.
- Engaging with landowners and agents to identify suitable sites.
- To advise the Development Team through gained market intelligence working with the PGR Team to demonstrates the demand/feasibility and marketability for shared ownership opportunities in the geographical areas of operation.
- Collaborate through efficient interaction with different parts of the organisation to meet targets, minimise voids and maximise profit.
- As required, visiting sales sites to support the Development team on all matter of shared ownership and to ensure accurate information is supplied from site to purchasers.
- To ensure the scheme branding and customer journey into Magna is clear and achieve high levels of satisfaction in like with departmental KPI's

What you need to be successful

- Experience in new build shared ownership sales
- Experience of successful partnership working with local authorities, developers, community representatives and statutory authorities
- Experience of the construction process and in construction project management
- Experience of managing a group of staff
- Experience of reviewing and acting on market appraisals
- Experience of negotiation and co-ordination of sales
- Experience of providing after sales service and satisfaction reviews
- Experience of writing policies and procedures

Qualifications required

Applicants with transferrable skills are encouraged to apply.

- Approved:

