

## Director (Secondary Healthcare) – SEP 2024

Job Title	Director, Secondary Healthcare
Location	National (Anywhere in England)
Remuneration Guide	Salary £65k - £70k per annum + car allowance + bonus + benefits ( <i>will vary dependent on experience</i> )
Summary of Role	<p>This is a newly created role, working with the Head of Healthcare to diversify our portfolio by adding secondary healthcare services. We are looking for someone to set up and run this part of the team.</p> <ul style="list-style-type: none"> <li>• A key role within the healthcare team, with the main goal of leading and developing AR's secondary healthcare service offering, to grow and diversify the team to maintain a profitable division, raise the profile of AR, and generating new business for the healthcare team and wider company.</li> <li>• Whilst building on existing bank contacts, significant development is also expected with non-lending and investor clients.</li> <li>• This is a significant fee earning and business development role, with a relatively small requirement for management responsibilities, particularly in the short term.</li> <li>• Liaise with portfolio clients and other clients to undertake an active role in relationship management and progress all types of secondary healthcare work, including valuation, disposal and acquisition, rent reviews and Landlord and Tenant as appropriate to build a variety of instructions and maximise all opportunities.</li> </ul>
Key Accountabilities	<p>A management and fee earning role which combines the requirement to contribute to developing an innovative, market leading team and deliver strong financial outcomes.</p> <ol style="list-style-type: none"> <li>1. Provide input and support with the secondary healthcare strategy, growth, and business generation/ development</li> <li>2. Meet and exceed personal financial targets set</li> <li>3. Play a prominent role in the team, led by example, take responsibility for, and support other team members in both their professional development and meeting their financial targets</li> <li>4. Provide support in the recruitment strategy and process for the region</li> <li>5. Secure, maintain and develop strong client relationships</li> <li>6. Perform and execute valuations and negotiations efficiently to consistent, exacting, high, standards within deadlines</li> <li>7. Peer review valuation and rent review reports produced by team members</li> </ol>



	<ol style="list-style-type: none"> <li>8. Provide mentoring, technical support and advice for team members</li> <li>9. Oversee engagements and service delivery for the region</li> <li>10. Organise time efficiently to facilitate the delivery of the role requirements.</li> </ol>
<p>Qualifications / Experience Knowledge</p>	<ul style="list-style-type: none"> <li>• Qualified chartered surveyor ideally with 5-year PQE</li> <li>• RICS Registered Valuer with strong technical valuation skills and in-depth knowledge of valuation techniques</li> <li>• Proactive, approachable with proven experience in the healthcare sector/secondary healthcare services</li> <li>• Advanced Landlord and Tenant experience</li> <li>• People management experience</li> <li>• Customer and performance focused with an already established client network, and proven business winning capabilities</li> <li>• Candidate must be proactive, highly organized and able to meet strict deadlines with attention to detail</li> <li>• Articulate, with excellent communication skills and strong collaborative/ team work ethic</li> <li>• High quality report writing skills with experience in reviewing reports prepared by other valuers.</li> <li>• Self-motivated while working as part of an energetic and enthusiastic team</li> <li>• Enjoy working under pressure and meeting deadlines</li> <li>• Good analytical and numerical skills</li> <li>• Responsive to change and improvement</li> <li>• Strategic and critical thinker with strong levels of insight and intellectual curiosity</li> <li>• Experience in delivering on a diverse range of projects</li> <li>• Ambitious, flexible and responsive to change and improvement.</li> </ul>

If you are interested in applying for this role, please send your CV and a cover letter to [HR@argroup.co.uk](mailto:HR@argroup.co.uk).