

ROLE PROFILE

Location Planning Manager, Acquisition Department

The Midcounties Co-operative is an innovative co-operative business, owned by its members in the 18 counties it spans. With a turnover in excess of £1.2 billion and over 9,500 colleagues, we trade in a number of sectors including Energy, Food Retail, Travel, Funerals, Childcare, Healthcare, and Post Offices. We are proud to be a successful co-operative, founded on co-operative values and principles that co-ops share throughout the world.

Job Summary

Set a targeted expansion plan to successfully focus resource on the right sites; forecast accurate sales for new store and extensions; understand current and new store performance, and the impact of competitor openings.

However, occasionally situations may arise that require the post holder to perform other duties or tasks as may be reasonably requested by the Society.

Key Responsibilities, Knowledge and Skills

The post holder shall:

- Prioritise and manage location planning requirements for the Society's expansion plan for all trading groups.
- Be an expert on the landscape, population and demographic change across the target trading area, with good general knowledge of the remainder of the UK.
- Develop and maintain the expansion plan for the Society's trading groups in order to identify and prioritise target locations for new site search activity.
- Identify drivers of store performance; define model location criteria for existing and proposed trading formats.
- Ensure a timely and accurate response to the request for information on possible sites.
- Make strategic and commercial recommendations on new sites and extension proposals.
- Challenge proposals that do not meet the requirements or the criteria of the Societies expansion plan.
- Prepare clear, accurate written inputs to formal Board papers.
- Maintain and develop appropriate systems, information and analytical processes to support effective site location analysis and decision-making.
- Maintain up to date competitor monitoring systems to alert business to potential financial impacts.



- Provide internal consultancy for other Society business streams.
- Attend Acquisition team meetings.
- Take reasonable care for the health and safety of themselves and of others who may be affected by their acts or omissions at work.

In addition, all employees are expected to work within the terms of their contract of employment and adhere to Society policies and procedures.

Dimension of the Role

Reports to: Acquisitions Manager

Budgetary Control: GIS systems licence fees £70k per annum

Glenigan planning monitoring service £10k per annum

Contacts: (internal/external)

Candidate Profile

Post holders will enjoy working as part of the Acquisitions Team to fulfil the demands of the Society for targeted and researched expansion. Reporting to the Acquisitions Manager and working closely with the Acquisitions Analysts, the Location Planning Manager will drive location planning for the Society, working with various trading groups to determine target area based on demographic evidence. Part of the role will be to analyse our estate and understand what conditions work well for our various trading groups and look for opportunities to build our presence in these areas.

Main Drivers	Requirements
Co-operation	Committed to supporting the local community.
People	Honest and conscientious and demonstrable good people skills; Awareness of the importance of encouraging diversity; Ability to effectively communicate at all levels – both verbally and in writing; Can effectively communicate the society DOES values;
Customers	Excellent analytic skills, combined with good understanding of customer needs. Recognise that the customer is at the heart of all capital investment decisions; Structure approach and clear deadline focus, with good planning, organisational and prioritisation skills;
Delivery	Demonstrate strength in application and use of GIS – proficient in using of software such as CACI Insite, MapInfo, Experian; A pragmatic approach to combining data outputs with observation and experience to produce sound commercial judgments on site potential; Good IT skills – Word, Excel and Power point;
Finance	Assisting with the management of department costs;
Qualifications	Degree Qualified ideally in Geography, Economics or Town Planning; Current drivers licence;

