



# JOHN CLEGG & CO

Forestry | Investment | Sales | Management

**Position:** Associate Director – Professional Forestry Advisor & Sales Agent

**Department:** John Clegg & Co, the forestry division of Strutt and Parker

**Location:** Ideally based in Oxford/Cirencester (Covering England & Wales)

**Salary:** Commensurate with experience

## **Introduction:**

John Clegg & Co, the forestry division of Strutt & Parker, have an outstanding reputation as forestry and woodland specialists throughout the UK. They offer a range of professional forestry services including sales brokerage, woodland and asset management, valuation and buy-side advisory to a well-established and expanding client base.

With a new management team, the business is looking for a bright, enthusiastic individual to help expand our professional forestry advisory and sales agency department within the business.

## **The role:**

The individual will have a professional forestry skills base, and will have the confidence and ability to buy and sell properties, as well as the attention for detail needed for valuations. An experienced forester with the capability of providing a wide range of services to our clients.

## **Key deliverables:**

- To act as a professional forestry adviser and sales agent to forest and woodland owners throughout England and Wales
- Implementation of sales instructions: preparation of particulars, receive and report offers, negotiate with purchasers and support the conveyancing process to ensure a satisfactory conclusion of sales
- To assist the Registered Valuer with forestry valuations and property portfolios, to include site work, valuation preparation and draft presentations
- To identify investment opportunities for forest/planting land acquisitions and to present investment recommendations to clients
- Identify and develop new business opportunities particularly in emerging areas of activity including Natural Capital and Carbon

## **Responsibilities:**

- Maintain a strong client base in England and Wales
- Maintaining an active agent presence throughout a sales process
- Become proficient in the use of a drone to survey potential client's properties

## **Key Skills:**

- Competent and experienced forester and with experience of delivering work across a range of forestry projects
- Capable of building relationships with existing and new clients and generating new opportunities
- Possess a composed manner in order to be able to work under pressure
- Good time management and ability to prioritise workloads and meet deadlines



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- Accuracy and attention to detail
- Able to analyse forest data and produce valuations and cash flows
- Confident manner with clients, the John Clegg & Co team and the wider Strutt & Parker Rural Team
- Flexible approach to work and hours undertaken
- An understanding of confidentiality issues and the use of discretion

## Person specification

### Qualifications:

- Forestry/Land based degree or similar
- Professional Member of the Institute of Chartered Foresters or working towards.

### Experience:

- Minimum of five (5) years working in the forest industry/land management/brokerage
- Confident, people person, ambitious
- Proficient in the use of Word, Excel and PowerPoint
- Qualified drone pilot holding PfCO (desirable, but not required)

### Compensation:

- Competitive salary, benefits and car allowance/company car
- Depending on experience – basic salary between £50,000 and £70,000 plus benefits

### To apply for the role please visit:

<https://bnpparibasgt.taleo.net/careersection/jobdetail.ftl?job=GBR000838&lang=en>

Alternatively send your interest directly to: [Dina.khatib@realestate.bnpparibas](mailto:Dina.khatib@realestate.bnpparibas)

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*BNP Paribas Real Estate is proud to be an inclusive employer, as recognised by our RICS Inclusive Employer status and membership to Stonewalls Diversity Champion Programme.*



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