

Job Description

Role Title	Land Consultant
Document Version	Version
Company	TQ
Department	Business Development / Land Solutions
Reports To	Head of Land
Date	20/04/2026

1 Role Summary

The Land Consultant will be a member of the Business Development / Land Solutions team at TQ, with responsibility for the execution of tasks as directed by Head of Land .

The role is primarily business development focused, with responsibility for generating, managing, and converting client opportunities for TQ's Site ID and land identification services. The Land Consultant will engage with developer, investor, and operator leads, manage client relationships, progress proposals, and support the execution of contracts and variations.

Role Responsibilities

P1 The responsibilities of this role include:

- 2 • Manage inbound and outbound leads for Site ID and related land services.
- 3 • Engage with developers, investors, and operators to understand site requirements.
- 4 • Promote and sell TQ 's Site ID propositions, including variations and upsell opportunities.
- 5 • Support proposal preparation and pricing discussions.
- 6 Relationship Management & Account Handling
- 7 • Act as the main point of contact for clients.
- 8 • Build and maintain strong relationships with clients, agents, and contacts.
- 9 • Support client retention and repeat instructions.
- 10 Contracting & Commercial Progression
- 11 • Progress contracts, instructions, and variations through to signature.
- 12 • Ensure scope, fees, and deliverables are clearly defined.
- 13 • Support pipeline and forecasting reporting.
- 14 Prospecting, Networking & Market Engagement
- 15 • Attend industry events and networking sessions.
- 16 • Proactively prospect new opportunities.
- 17 • Gather market intelligence.
- 18 Internal Coordination & Support
- 19 • Liaise with internal teams to align client briefs with delivery.
- 20 • Maintain CRM records.

- 21 • Support the Head of Land with market insights.

22 Qualities and Skills Required

22.1 Essential

P1 The essential qualities and skills required include:

- 22.2 • Client-facing sales or business development experience in land/property/planning.

22.3 • Strong communication and relationship management.

22.4 • Commercial awareness.

22.5 • Ability to manage multiple opportunities.

22.6 • Driven and target-focused.

22.7 Desirable

P1 The desirable qualities and skills required include:

23 • Background in land, planning, or property development.

24 • Consultancy sales experience.

25 • Knowledge of UK planning.

26 • CRM experience.

27 Additional Information

P1 TerraQuest is an equal opportunity employer and is committed to creating a diverse and inclusive workplace where all employees are valued and respected.

P2 This description reflects the core activities of the role but is not intended to be all-inclusive. Other duties within the group/department may be required in addition to changes in the emphasis of duties as required occasionally. There is a requirement for the post holder to recognise this and adopt a flexible approach to work. Job descriptions will be reviewed regularly and where necessary revised in accordance with organisational needs. Any major changes will be discussed with the post holder.