

Zapgo: ABOUT US

At Zapgo, we believe sustainable transport should be accessible to everyone. We're a Charge Point Operator (CPO) on a mission to target the underserved areas of the UK. Installing in destinations where the 'engine' is truly idle.

We work closely with private landlords and businesses to deliver reliable, high quality charging networks at pace, at scale and at zero cost. We are a new start-up business, but with added security and backing from a leading Canadian infrastructure investor.

About the role

We are seeking a motivated and experienced **Land Acquisition Manager** to lead the identification, acquisition, and onboarding of strategic portfolios of EV sites for EV charge point deployment. This role is central to our growth, responsible for engaging landowners, negotiating lease agreements, and facilitating a smooth journey from site identification through to activation. You'll work cross-functionally with sales, legal, and technical teams to drive commercial success and ensure exceptional partner experiences.

Key Responsibilities:

- **Site Identification & Acquisition:**
 - Identify and evaluate potential portfolios of sites for EV charge point deployment.
 - Engage and negotiate lease terms with portfolio landowners to secure strategic locations in batches.
 - Conduct initial site surveys, assessing constraints such as environmental impact, planning regulations, traffic flow, and competition.
- **Client Engagement & Onboarding:**
 - Conduct virtual and in-person pitches outlining our service offering and landlord/customer journey.
 - Prepare and present bespoke commercial propositions to prospective clients.
 - Manage early-stage negotiations and ensure seamless onboarding.
- **Commercial & Legal Coordination:**
 - Agree Heads of Terms for internal legal review and progression.
 - Research land titles for restrictions and charges.
 - Prepare supporting legal and CAPEX documents with the assistance of the admin team.
- **Stakeholder Management:**
 - Build and maintain strong, professional relationships with landowners and partners.
 - Provide timely, relevant information to guide prospects through the sales funnel.
- **Internal Collaboration & Reporting:**
 - Keep CRM and internal systems up to date, tracking progress and interactions across all stages.
 - Deliver regular updates and strategic insights to senior management.
 - Provide accurate site reports to cross-functional teams including legal and operations.
- **Industry Awareness & Business Development:**
 - Attend marketing and industry events to promote the company and identify opportunities.

- Stay informed on market trends, competitor activity, and policy changes affecting EV infrastructure and land acquisition.
- **Performance & Targets:**
 - Consistently meet individual KPIs and support broader company goals.
 - Maintain high levels of product and industry knowledge to deliver trusted, solution-focused engagement.

About you

At Zapgo, we are building a culture that attracts and retains the best talent. We are a dedicated and high-performing team, accustomed to working at pace in an ever-evolving industry, and we are looking for people who are as passionate as us about cutting carbon emissions and providing cleaner air for all. The successful candidate will have the following attributes and skills:

- Proven experience (5 years minimum) in land acquisition, commercial property, or EV infrastructure (CPO experience preferred).
- A strong background in portfolio negotiation (i.e. 10-90 sites managed by a single counterparty), with proven experience of negotiating at all levels of a client organisation – frontline to board.
- Strong negotiation and stakeholder management skills.
- Excellent communication and presentation abilities.
- Ability to manage multiple projects and priorities with strong attention to detail.
- Knowledge of planning, legal, and environmental aspects of land use is a strong advantage.
- Comfortable working with CRM and reporting tools.
- A willingness to meet clients face-to-face and drive long distances.
- Highly organized with a great attention to detail.
- Strong Microsoft Office suite skills, particularly in PowerPoint and Excel.
- Our business information is managed through the Zoho CRM, so experience using this would be beneficial.
- Should hold a Full UK drivers Licence.

Benefits

- Competitive basic salary
- Commission (OTE £15k to £20k)
- 33 days annual leave, including 8 Bank Holiday days
- Private healthcare
- Pension contribution

Location

The business is based in Victoria. The position is full-time home based; however, you will be expected to meet with the rest of the Zapgo Team in the office once per month.

You will be required to travel and attend events and trade shows according to our marketing strategy. Travel for face-to-face customer meetings will be required.

We are committed to fostering an inclusive environment where all individuals are respected, valued, and empowered to thrive. We celebrate the diversity of our workforce



and encourage applications from people of all backgrounds, regardless of race, ethnicity, gender, gender identity, sexual orientation, disability, age, religion, or any other characteristic. We are proud to be an equal opportunities employer.

To apply: recruitment@zapgo.co.uk