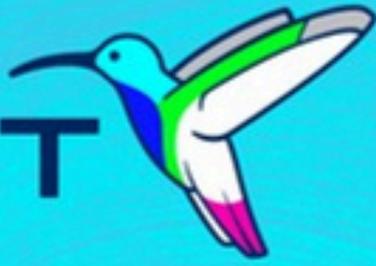


**ZEST**



Certified



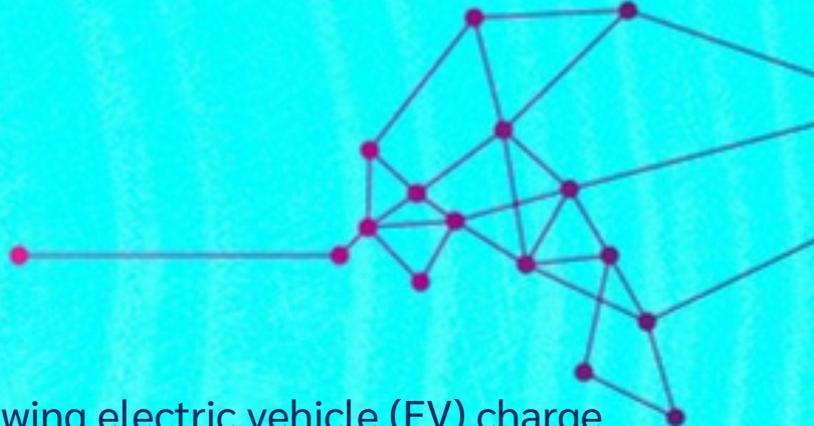
Corporation

# We're hiring

## Land Acquisition Manager

- Land team
- Full-time
- Hybrid (London/Leeds)

# About us



Zest is one of the UK's fastest-growing electric vehicle (EV) charge point operators, with a mission to make EV adoption accessible to everyone. By joining our team, you'll drive transport decarbonisation, support the UK's net zero goals and help improve air quality.

As a B Corporation, we're committed to making a positive difference for people and the planet, while also driving sustainable growth. This ethos is reflected in our company values, which guide everything we do:

## People first

**Our infrastructure** is designed to **serve communities**. We're committed to developing charging solutions that people need today and in the future.

## Social equity

As nearly 40% of UK drivers don't have a driveway, **we're making EV adoption a realistic option** for those **without home charge points** by providing publicly accessible infrastructure.

## Doing it right

Beyond delivering low carbon infrastructure, **we're undergoing carbon literacy training**, regular carbon audits and carbon offsetting to ensure we meet our **2040 net zero targets**.



# About the role

## Land Acquisition Manager

- **Land team**
- **Full-time**
- **Hybrid (London/Leeds)**

The Land Acquisition Manager will be responsible for building and maintaining a network of partners which will help the sourcing and acquisition of land in line with annual targets.

The Land Acquisition Manager will establish and nurture a sustainable growth pipeline by sourcing new relationships and evolving existing partnerships with key landowners, property agents, developers, and property segment stakeholders supporting with achievement of our growth targets.

# Responsibilities

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- Building and maintaining effective relationships with a network of agents, landowners, promoters and other vendors and partners, identifying and progressing suitable development opportunities
- Controlling the appraisal process, working alongside the development, commercial, planning and technical teams, guiding developments through the pre-application and planning process
- Co-ordinating with project teams and relevant stakeholders to develop option appraisals, securing board approvals and monitoring budgets in line with governance and regulatory requirements.
- Providing accurate project reports and updates with regards to new sites and sites with offers in place to mitigate potential deterioration in time, cost and quality outcomes.
- Managing the new business and bidding process for charging hub land developments and joint venture development bids with partners
- Advising on market value of land, demonstrating a methodology and approach to valuations
- Developing land acquisition strategy for both small and large sites acquisition
- Ensuring prompt identification of opportunities and an efficient process to ensuring Zest's offers are put forward to the landowner / agent.

# Knowledge & skills

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- Minimum 5 years of experience in Land Acquisition
- Excellent communication and negotiation skills
- Experience controlling appraisals

# Essential qualifications

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- Degree is preferred but not essential

# Meet the team

## Land



**Paul Ford**  
Chief Development Officer

Paul leads Zest's growth strategy as CDO, overseeing development initiatives and driving the success of our land and wider sales functions. He focuses on building high-impact teams, strengthening commercial performance, and ensuring strong collaboration across the business. Outside of work, Paul is passionate about staying active — whether through exercise, sports, or exploring new places — and is deeply family-oriented, finding the time he spends with them keeps him grounded and energised.

**Jon Woolley**  
Head of Channel Partners

Jon leads Zest's Channel Partners function as Head of Channel Partners, driving strong relationships and strategic collaborations across the land sector. He focuses on expanding partner networks, strengthening market reach, and supporting growth through trusted external partnerships. Outside of work, Jon Woolley loves listening to music and heading off on cruises to unwind and recharge.



**Tyler Phipps**  
Business Development Manager

Tyler is a Business Development Manager at Zest, responsible for sourcing and securing leasehold and freehold sites for EV charging. He focuses on identifying suitable locations, negotiating agreements with landowners, and building a pipeline of viable sites to support the company's EV network expansion. Outside of work, Tyler enjoys anything outdoors, regularly hiking, camping and greenlaning.



# Why Zest

## Be part of something that matters:

Join an industry that's driving real change. If you're looking for a career with purpose and impact, we'd love to have you on our team.

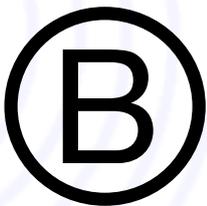
## Thrive in a great team culture:

Recognised as outstanding by Best Companies, we've built a supportive, collaborative environment where contributions are celebrated, and our team are empowered to grow.

### Our benefits

- Hybrid working - we have no set office days, so you can work flexibly
- 25 days annual leave increasing to 27 days after 2 years' service
- Enhanced family leave and pay
- Employee Assistance Programme
- Health and wellbeing benefit
- Paid dependants and carers leave
- Enhanced parental and bereavement leave
- Eye care

Certified



Corporation



# What's next?

If you're interested in joining the team,  
apply for a role at [zest.uk.com/careers](https://zest.uk.com/careers).

Or alternatively, send your  
CV to [careers@zest.uk.com](mailto:careers@zest.uk.com)

**ZEST**



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[careers@zest.uk.com](mailto:careers@zest.uk.com)

[zest.uk.com/careers](https://zest.uk.com/careers)

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