



Rutherford Cross



WINCHBURGH  
DEVELOPMENTS LIMITED

POSITION PROFILE

Finance Director

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Winchburgh Developments Limited is the joint venture between West Coast Capital and CALA Homes, set up in 2011 to deliver the Winchburgh masterplan and sell serviced land in Winchburgh, West Lothian, ultimately leading to the provision of up to 4,000 new homes and associated schools, amenities, transport infrastructure and in excess of 50 acres of retail / commercial development.

Founded in 2001, West Coast Capital is the private investment vehicle of Sir Tom Hunter and his family. Their capital is committed and long-term, with the overall investment approach having a straightforward focus on retail (brands, bricks and mortar and e-commerce), property and technology.

CALA Homes is one of the UK's foremost volume house builders with an unsurpassed reputation for building high-quality homes. CALA Group is wholly owned by Legal & General.

Winchburgh, 12 miles West of Edinburgh, offers the best of semi-rural living and is one of the biggest, most exciting place-making projects anywhere in the UK. When complete, the development will deliver improved transport links, employment opportunities, state-of-the-art schools and stunning new outdoor spaces to this historic village.

Winchburgh Village is a £1.5 billion development encircling the historic village of Winchburgh, 7 miles from Edinburgh Airport. The 347-hectare masterplan, incorporating the existing village, is designed with the environment, safety and security all in mind, ultimately as the destination of choice for house buyers.

With multiple areas for play and leisure, walkways, cycle paths and areas of outstanding beauty, the Winchburgh masterplan will preserve the area's heritage while building for the future and putting the environment first. As the development grows, so too will multiple amenities and a stunning new Town Centre with additional shops, facilities, as well as places to meet and play.

Winchburgh enjoys an enviable location, and the masterplan will deliver important new transport links, including a direct connection to the M9 via a new motorway junction, and new tourist facilities on the Union Canal. The masterplan includes planning permission for a new railway, and funding of the station within WDL's masterplan programme is being negotiated with the Transport Authorities. These transport improvements will further enhance Winchburgh as a destination providing improved links to Edinburgh, Glasgow and beyond, as well as more locally, to Livingston and Broxburn.

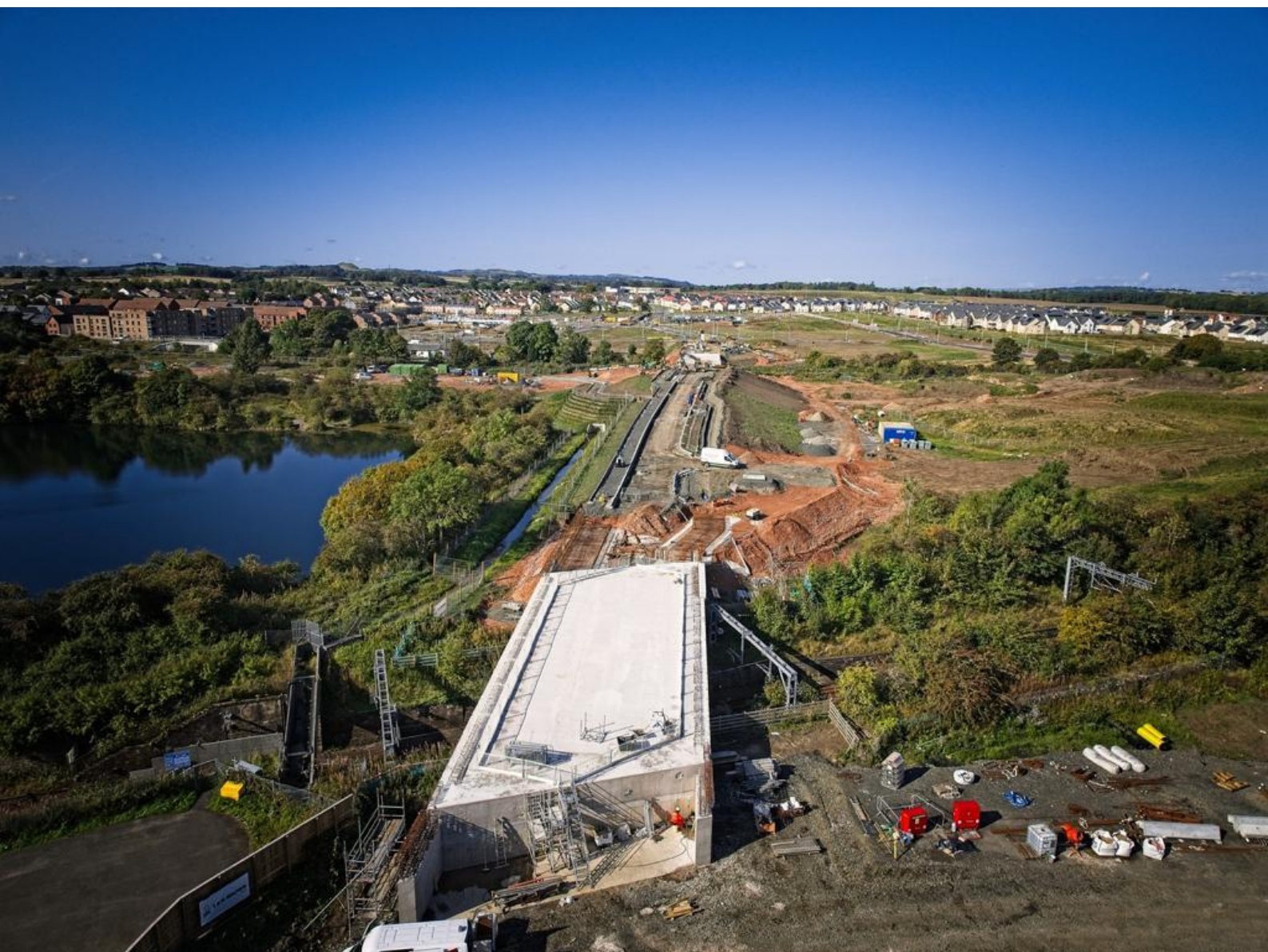
Winchburgh itself will also benefit from several large new outdoor spaces for local residents and the wider region to enjoy, from an 85-acre district park designed in consultation with the local community to a new canal marina linked to the Union Canal which passes through the town. The completed development will provide a variety of new homes with leading homebuilders Taylor Wimpey, Bellway, CALA, Barratt, Robertson and J Smart & Co on-site.

From one-bedroom canal-side apartments, and two and three-bed affordable houses, to five-bedroom family homes, Winchburgh's properties appeal to a wide range of homebuyers, including young professionals, first-time buyers, growing families and older couples looking to downsize.



With 1,000 homes now built, there are still more than 10 years left in the development plan with opportunity for progression thereafter. Last year saw Winchburgh open two new high schools, as well as a primary school, further strengthening it as a very attractive prospect for families. Their retail offering includes a Sainsbury's Local convenience store, and Sainsbury's are now on-site in the new Town Centre area developing a 12,000 square-foot Sainsbury's Hub Store.

70% of all major infrastructure is now in place with c. 3,000 homes remaining to be developed and occupied.





**Job Title:** Finance Director

**Reports to:** Chief Executive Officer of Winchburgh Developments Ltd

## Background to Current Opportunity

As part of the senior leadership team, the Finance Director will be responsible for the overall financial stewardship of the business, supporting the board through the next exciting period of development. The successful candidate, working alongside the CEO, will be required to deliver high-quality management information deemed necessary for the success of the next stage of the project.

The ideal candidate will be a qualified accountant with proven senior-level finance experience in the construction or infrastructure sectors. The opportunity not only encompasses the day-to-day finances of the business but also presents a commercial candidate with the opportunity to have a hands-on approach to support the success of the development.

Based at WDL's registered office in Winchburgh, this is a hands-on finance role that requires a commercially minded individual with commitment and drive. The candidate will be responsible for the oversight of the WDL finance function; helping to achieve deadlines, while ensuring financing controls and compliance responsibilities are adhered to.





## Key Areas of Focus:

- Supporting the CEO on all commercial aspects of the business
- Reporting financial information to the board and shareholders
- Attending board meetings to present historic and forecast financials. In addition, from time to time, attending shareholder meetings where shareholder value will be discussed
- Preparing annual business plan alongside the senior leadership team. The Finance Director will be expected to challenge the assumptions of the Project and Commercial Management team
- Ensuring proper governance and financial controls are embedded within the team
- Fully responsible for the preparation and submission of the monthly management accounts. This will include 'hands-on' tasks such as checking payment runs & VAT / CIS returns etc
- Taking overall responsibility for the success of the company's finance functions for the business, including all management / financial reporting, P&L and balance sheet management and budgeting & forecasting activities
- Ongoing development of the monthly board pack, including preparing and presenting financial information, value-added commentary, KPIs and analysis to help the board better understand and improve the performance of the business
- Working with senior contacts across the business, formulating strategies and plans to support future growth. This includes financial modelling and KPI management
- Responsible for the company's cash management policies and overall cashflow performance
- Complying with HMRC filings
- Managing the annual audit process, working closely with auditors
- Ensuring that all regulatory requirements of all statutory bodies are met
- Presenting statutory accounts to the board and shareholders





## Thoughts on Preferred Candidate

The successful candidate will be a qualified accountant by training, highly proactive and able to operate effectively in a dynamic and fast-moving environment. Excellent communication skills will be key, as well as being highly collaborative and able to build the required relationships to drive forward the next stage of development.

The Finance Director role requires a proactive individual with a track record of delivering large-scale operational projects, who can influence at a senior level. At the Finance Director level, this is a hands-on finance role that requires the ability to deliver the day-to-day, as well as present at a senior level and to investors at Board Meetings.

This role will suit a commercially minded individual with extensive stakeholder management skills, commitment and drive.

### **Qualifications and Experience:**

- An experienced, commercial and appropriately qualified finance professional with a proven track record of success in a similar, challenging role
- A fully qualified accountant – CA / ACCA / CIMA with appropriate post-qualification experience
- Experience within the Construction Industry or Infrastructure / Project Management would be highly advantageous
- Proven Financial Leader with the ability to remain hands-on while still being a strong operational and strategic influencer
- Recent experience of remaining hands-on in the control of a finance function i.e. taking responsibility for processing management accounts
- Proven success in a previous role at a similar level
- Ability to challenge constructively to drive forward actions
- Experience working with investors, building their confidence in the reporting, financial models and processes / controls
- Excellent commercial acumen, able to spot where the gaps are and explore the details to drive performance
- Ability to constructively challenge and drive better results through in-depth analysis
- Ability to develop outstanding relationships across the businesses, especially with non-financial stakeholders
- A confident communicator, able to present financial information at a senior level and to a range of stakeholders
- Ability to critically assess and drive projects
- Possess very strong Excel ability for financial modelling



## Characteristics and Behaviours:

- Strong leadership and organisational skills
- Self-motivated and pro-active
- Highly self-sufficient
- Reliable and flexible
- Excellent interpersonal skills
- Anticipates stakeholder needs
- High levels of drive and personal commitment to achieve success
- Remains calm when under pressure
- Commercially curious and relishes challenges
- Results-driven and respect for deadlines







<b>Salary:</b>	A highly attractive salary is on offer, commensurate with the skills and experience required for the role
<b>Benefits:</b>	Discretionary bonus up to 30% of salary, Car allowance at £6,000, Employer Pension Contributions up to 10% of salary, Life Assurance cover scheme currently 3.75x salary
<b>Location:</b>	On-site at Winchburgh three days per week, with two days offered for remote working if preferred. The company will also consider flexible working for the right candidate



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## The Recruitment Process

- Initial interviews are with our retained advisors at Rutherford Cross
- Shortlisted candidates will be invited to interview with John Hamilton, CEO at Winchburgh Developments; Scott McLennan, Finance Director at Cala Group; and Stewart Carlile, Investment Director at West Coast Capital. Subsequent stages will be communicated by Rutherford Cross through the process
- Applications should be sent to Hazel Wynn at Rutherford Cross: [hazelwynn@rutherfordcross.com](mailto:hazelwynn@rutherfordcross.com)