

JOB DESCRIPTION & PERSON SPECIFICATION

Director Area: GL CCA	Job Ref Number:
Service Area: Growth and Investment	Grade: G11

Job Title: Inward Investment Manager

PURPOSE OF JOB:

Securing new investment for Greater Lincolnshire is critical to achieving our ambitions, and we are looking for an exception leader to drive forward our inward investment activity,

The role will develop and implement a Greater Lincolnshire Inward Investment Strategy, and support the Mayor and the Combined Authority members and senior leadership team to position Greater Lincolnshire as a prime destination for inward investment activity. The post holder will work closely with partners across local government, private sector, central government and international stakeholders (senior government officials and senior business representative to create investment that align with priorities.

This role requires someone with strong commercial skills and a strong leadership capability, and an understanding of investment opportunities across public and private partnerships.

The role will be required to:

- Lead the development and implementation of an ambitious Investment Strategy for Greater Lincolnshire
- Lead on the development of Investment Pipeline for Greater Lincolnshire
- Lead on investment promotion, and proactive and reactive opportunity
- Develop
- Develop and maintain a robust evidence to support and direct investment
- Drive investment in the infrastructure required to support growth across Greater Lincolnshire
- Lead on outward facing activities on investment such as international promotion, market engagement, and FDI activity.
- Promote Greater Lincolnshire at regional, national and international levels

TEAM STRUCTURE:

Deputy Director
of Growth and
Investment

Inward
Investment
Manager

MAIN DUTIES:

Leadership and Innovation

- You will be responsible for leading the development and implementation of inward investment strategy, which are fully aligned to our corporate plan, local growth plan.
- You will lead on the development of inward investment propositions for Greater Lincolnshire CCA, linking with senior business representatives and senior government representatives on Local Growth Plan
- You will represent the area on national and international trade mission , and forums, and you will ensure that our trade missions are developed in line with our investment strategy and corporate plan
- You will work across the team and across our local authority partnerships
- You will oversee the delivery of investment projects from initial enquiry to completion and co-ordinate with internal and external organisations to ensure deliverability
- You will work within the CCA to oversee the development of sector specific and place- based investment strategies
- You will collaborate across the Greater Lincolnshire partnership to co-create compelling narratives and evidence based investment cases and create a single front door for investment.

Internal and External Influencing

- You will develop positive relationships with a broad range of internal and external stakeholders building and maintaining strong and collaborative partnerships. Externally you will build strong relationships with the local authority community, as well as other combined authorities and government departments.
- You will play a leading role in the relationship between the area and the DBT, OFI, large inward investors and local authorities. You will lead the activity to land investors at pace.

	<ul style="list-style-type: none"> - You will be responsible for all aspects of stakeholder engagement in the authority on inward investment and trade missions - Recommend next steps for the CCA to develop an inward investment team, and options for further collaboration and a working protocol with local authorities. - Serve as a visible leader and a role model for promoting investment across Greater Lincolnshire - Ensure that inward investment delivers inclusive economic growth and benefits local communities. <p>Financial Management</p> <ul style="list-style-type: none"> - The role is responsible for overseeing the financial and non financial resources that could be allocated to the CCA's inward investment function, to ensure value for money and clear allocation of resources to deliver against our strategic objectives.
<p><i>This is not a complete statement of all duties and responsibilities of this post. The postholder may be required to perform other duties as directed by their line manager that are commensurate with the level of the post. This document will also be supplemented by key objectives which will be set through the performance and development review process.</i></p> <p><i>This post is not designated as a politically restricted post in accordance with the requirements of the Local Government and Housing Act 1989 (as amended) and by regulations made from time to time by the Secretary of State.</i></p> <p><i>The role will be based full-time in Greater Lincolnshire, with a requirement to travel.</i></p>	

Person Specification

Requirements	Where identified*	Essential	Desirable
Qualifications			
Degree or equivalent in a related discipline or experienced gained. Evidence of CPD		X	
Experience			
Proven experience of working at a senior level within investment		X	
Proven track record of securing domestic and international		X	



<p>investment into an area</p> <p>Proven track record of providing advice to senior leaders</p> <p>Knowledge of commercial markets and sectors and ability to share learning and best practice.</p> <p>Can demonstrate sustained success</p> <p>Experience of supporting a high performing team.</p>		<p>X</p> <p>X</p> <p>X</p> <p>X</p>	
<p>Skills and Knowledge</p> <p>Ability to think strategically within a complex environment</p> <p>Strong understanding of what drives investment locations decisions and ability to develop compelling value propositions</p> <p>Ability to translate strategies into plans and practices</p> <p>Excellent written and verbal communication and reasoning skills with the ability to influence and persuade.</p> <p>High level of negotiation skills</p> <p>Flexible and adaptable.</p>		<p>X</p> <p>X</p> <p>X</p> <p>X</p> <p>X</p> <p>X</p>	
<p>Personal Qualities</p> <p>High level of integrity and professionalism</p>		<p>X</p>	

Adaptability and willingness to lead and embrace change		X	
Proactive, and results orientated approach		X	