

Head of Economic Growth



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Foreword

Advance Northumberland is a “place shaping” one stop shop focused almost exclusively on regenerating Northumberland. Our people are our core competence. Having a diverse skill mix, they form a number of discrete specialised business units, all of whom work collaboratively to enable us to deliver some of the most visionary and transformational projects. The company employs a wide range of investment, housing, development and regeneration capabilities to shape places and promote Northumberland’s economic growth and prosperity.

Whether it’s support and funding for new and developing businesses, the remediation of challenging brownfield sites, building of large-scale manufacturing units, delivering new purpose-built offices, the delivery of major town centre redevelopments, including complex retail developments, leisure facilities and hospitals, or the delivery of high-quality market sale and affordable housing. It can all be found in this unique regeneration company

Advance Northumberland is working collaboratively with stakeholders and partners, delivering positive physical and economic development. Focusing on the needs and aspirations of the county, addressing economic, housing and infrastructure challenges whilst capitalising on Northumberland’s significant assets and opportunities, Advance Northumberland is making bold and positive interventions in regenerating the County. The company delivers a comprehensive regeneration capability to advance Northumberland’s economic prosperity, regenerate communities, improve liveability and create a more connected and aspirational County.

Advance Northumberland works with Northumberland County Council and other partners to develop and deliver bold and visionary projects, founded on sustainable principles which can demonstrate a lasting economic impact. It has ambitious plans to drive positive regeneration and beneficial change within Northumberland. Building on its huge successes to date, it will:

- Develop high quality industrial and commercial workspace.
- Deliver more vibrant and prosperous town centres.
- Support the creation of more and better jobs.
- Implement major business growth and infrastructure projects across Northumberland.
- Build new homes which support a strategic need.
- Attract investment and promote business growth.
- Invest in and upgrade residential and commercial property.
- Enhance the public realm. In doing so, it will support a broader county-wide assets-based approach to promote economic growth and an improved quality of life for its communities.

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Building on the opportunities emerging from North of the Tyne and Borderlands initiatives to enhance its regeneration impact, taking its lead from Northumberland County Council and working in collaboration with partners.



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Advance Northumberland is a unique economic regeneration company, with a clear remit to improve prosperity, quality of life and increase business activity throughout the communities of Northumberland.

Wholly owned by Northumberland County Council and with a board made up of public and private sectors, Advance Northumberland is the Council's primary regeneration delivery vehicle. Our people are our core competence. Having a diverse skill mix, they form a number of discrete specialised business units, all of whom work collaboratively to enable us to deliver some of the most visionary and transformational projects to shape places and promote economic growth and prosperity in Northumberland.

This is an exciting time to join the business. We are currently attracting significant inward investment into Northumberland and candidates should recognise the distinctive nature of the role, relish the challenge and ultimately be attracted by the career opportunity and the genuine ability to make an impact on the economic growth of this unique county. This is a management role carrying high visibility across the entire business. The individual will be seen as an inspirational leader operating with pace. The position is designed to help guarantee the continued success of the business.

Reporting to the Director of Economic Growth and Investments you will manage a team of circa 23 colleagues delivering economic growth activities across Northumberland, including inward investment, strategic account management, business support, sector development and innovation leading to the creation, growth and safeguarding of jobs and businesses in Northumberland.

You will have substantial knowledge and experience of working in the economic development field and be able to demonstrate experience of working with and managing a range of sectors and stakeholders. You will have excellent interpersonal skills, the ability to build strong working relationships and a demonstrable track record of networks that can be levered to the benefit of the Northumberland economy. You will have a strong understanding of the UK's, regional and local business landscape and be able to work innovatively to generate new ideas and commercial solutions to improve performance and delivery in key areas of activity.

You will be able to demonstrate exceptional management attributes and proven ability to motivate, influence and lead an effective and high-performing team. Have experience of public sector funding for infrastructure, regeneration and development, strong commercial awareness and experience of business case preparation to support the case for funding applications and technical knowledge of Government, LEP and EU funding programmes for economic growth.

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Role Profile

Salary: £55,000 to £60,000 plus benefits + pension

<p>Role Purpose</p>	<ul style="list-style-type: none"> • To manage and deliver economic growth activities across Northumberland, including inward investment, strategic account management, business support, sector development and innovation leading to the creation, growth and safeguarding of jobs and businesses in Northumberland. • To manage, plan, resource and deliver activities to support Economic Strategy for Northumberland, on behalf of Advance Northumberland. • To lead and manage Advance Northumberland’s Economic Growth Team • To build and develop strong partnerships across a range of private and public sector networks, with a number of external partners, to promote and achieve economic growth targets. • To contribute to positioning of Northumberland in the wider economy and use effective team work to ensure that economic growth opportunities are maximised to their full extent. • Work with colleagues across Advance and NCC to deliver investment and physical infrastructure projects that contribute to economic growth. • To deliver business engagement and support activity on behalf of the shareholder in response to challenge and opportunity.
<p>Reporting Relationships</p>	<ul style="list-style-type: none"> • Reporting to the Director of Economic Growth and Investments. • Responsible for the Economic Growth Team.
<p>Dimensions</p>	<ul style="list-style-type: none"> • Advance Northumberland will act on behalf of Northumberland County Council, and other partners, to encourage and facilitate economic growth in Northumberland. • Work closely with Northumberland County Council, the North of Tyne Combined Authority and the North East LEP to deliver economic growth in Northumberland and the wider area. • Work across, and with, the Advance Northumberland’s Senior Leadership Team (SLT) and Operational Management Team (OMT) to align functional strategy and direction in support of the Corporate Strategy.
<p>Principal Duties</p>	<ul style="list-style-type: none"> • Take responsibility for the initiation, development and delivery of a pipeline of activity to stimulate economic growth across Northumberland, working closely with colleagues within Advance Northumberland, Northumberland County Council and external partners.

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	<ul style="list-style-type: none"> • To take a leading role in the development and maintenance of effective relationships with the shareholder and external partners; taking a leading role in liaising with NCCs Economy and Regeneration service. • Develop existing services to meet the needs of businesses within Northumberland. • Develop international lead generation programmes, targeting key markets for inward investment. • Lead on the account management of investment projects and major scheme and development opportunities. • Work to secure the development of key regeneration projects. • Develop an Economic Growth Delivery Plan and report on progress against the plan via the Performance Clinics and to the Senior Leadership Team and Board. • Manage the Economic Growth Team in a way which encourages effective team working, personal motivation and commitment from the Team. • Develop and manage key relationships with businesses and partners. • Initiate and manage business events, activities and networks. • Develop, lead and deliver business engagement programmes. • Implement policy and strategy to inform the operational delivery of economic growth activity. • Secure, where necessary, external funding to deliver economic growth projects and activity including developing business cases. • Lead on the procurement of project delivery, when appropriate and subsequently manage contracts and service delivery arrangements. • Manage external contracts and apply appropriate techniques to drive partnership delivery. • Represent Advance Northumberland as required at meetings and events. • Participate in the overall management and development of Advance Northumberland and provide support and advice to the Group Managing Director, the Director of Economic Growth and Investments and the wider Senior Leadership Team, in relation to the delivery of projects of significance within Advance Northumberland's remit and contribute to Project and Board level meetings as required. • Support and implement the Mission, Vision and Values of Advance Northumberland within the operational delivery of the Economic Growth Team and champion a positive culture and environment.
<p>Knowledge, Skills and</p>	<ul style="list-style-type: none"> • Substantial knowledge and experience of working in the economic development field. • Experience of working with and managing a range of sectors and stakeholders.

Experience Needed	<ul style="list-style-type: none"> ● Excellent interpersonal skills and the ability to build strong working relationships. ● Demonstrable track record of networks that can be levered to the benefit of the Northumberland economy. ● Experience of working with businesses in key sectors. ● Understand key priority sectors in Northumberland and work to implement the appropriate levels of support and assistance to grow those sectors. ● Experience of implementing policy and strategy through practical, successful solutions. ● Extensive understanding of the UK's, regional and local business landscape. ● Able to work innovatively to generate new ideas and commercial solutions to improve performance and delivery in key areas of activity. ● Exceptional management attributes and proven ability to motivate, influence and lead an effective and high-performing team. ● Experience of public sector funding for infrastructure, regeneration and development. ● Experience of significant budget management. ● Commercial awareness. ● Experience of business case preparation to support the case for funding applications and technical knowledge of Government, LEP and EU funding programmes for economic growth. ● Proven experience of analysing complex situations to make sound judgments and recommendations. ● Project development experience. ● Comprehensive knowledge of best practice in programme and project management and managing risk.
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All employees are also responsible for complying with their duties and responsibilities under both legislation and company policies regarding Health and Safety, Data Protection and Dignity at Work.

The information contained within the role profile provides a summary of the principal duties and responsibilities associated with the post. The role profile may change to meet operational demand and business needs, and any material change will be subject to discussion and consultation.

All role profiles, and the associated duties, are bound by the Advance People and Corporate Policies.

Application Process

For more information, please visit:

<https://www.dixonwalter.co.uk/opportunities/head-of-economic-growth-advanced-northumberland>

The contact details for discussion and to send applications is: Jim Allcroft, Executive Search Consultant, Dixon Walter Ltd, Tel: 07388 642 631, Email: Jim@dixonwalter.co.uk.

Applications should be made online and must include:

1. An up-to-date CV
2. A letter of application setting out your interest in the role and details of how you match the person specification (no more than 2 sides of A4)
3. A completed Personal Details Form
4. Details of three referees and your current remuneration (referees will not be contacted without your permission)

The interviews will either be held in person or via Zoom/Teams depending upon the prevailing COVID-19 state at the time.

Key Dates:

Applications should be received by **12.00pm on Tuesday 2nd March 2021**.

The initial long listing interviews with Dixon Walter are planned to be held by video link throughout the advertised process.

The short-listed candidates will be invited for final interview on **Friday 23th March 2021**.

Applicants invited for short list interview will be notified by telephone and a confirmation letter/e-mail will then be sent with further details pertaining to the interview.

Diversity is valued at both Dixon Walter and Advance Northumberland and we welcome applications from all sections of the community.