Invest Milton Keynes Manager 

JE Code: 2537



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| **Values – We are dedicated, respectful, collaborative, we are Milton Keynes City Council** | |
| **Service:** | Economic Development |
| **Reports to:** | Head of Economic Development |
| **Job Family:** | Professional/Technical |
| **Grade:** | J |
| **Political restricted:** | Y |
| **Date:** | June 2023 |

**Key Deliverables**

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| **1.** | **Leadership -** Responsibility for day to day management and leadership of the Invest Milton Keynes team (Milton Keynes City Council’s Economic Development team) in line with the Council Plan and service plan. Working with colleagues, services and Councillors across Milton Keynes City Council to deliver Economic Development activity.   will need to meet performance and service targets, and deputise for the Head of Service as required. Representing the Council and its interests at external events including conferences, expositions, events and fora to give expert advice on Economic matters within the city of Milton Keynes. |
| **2.** | **People management –** Effective operational and line management of the Invest Milton Keynes team of five individuals. Ensuring processes are in place for recruiting, developing, appraising, rewarding and retaining staff, and promoting attendance, performance management and income generation in line with Council policies. |
| **3.** | **Policy development –Major contribution** to the development of strategies, policies and plans to make Milton Keynes an excellent place to do business and promote the city as an investment location. Development of policies related to Economic Development and Inward Investment. Proactively secure investment enquiries and successes within Milton Keynes. |
| **4.** | **Partnership working –** Lead on developing partnerships with senior leaders from national, international, regional and local partners and internal and external stakeholders to further the Milton Keynes economy. Build successful partnerships with the Business Community, including investors, developers, local employers and business representative groups to ensure the Council’s objectives are met. Joint working with other Local Authorities, government agencies and Central Government as required. |
| **5.** | **Financial, contract and risk management –** Responsible for planning and monitoring Economic Development budgets in line with relevant Council policies. Identify potential efficiency savings/gains within the service and take action to realise these in order to maintain the ongoing drive towards continuous service improvement. |
| **6.** | **Project and Programme delivery –** Manage day to day delivery of projects and programmes related to Economic Development and Inward Investment within the Milton Keynes City area. Provide advice and guidance to internal colleagues regarding economic matters for consideration in delivery of key corporate projects, in particular the development of the New City Plan. Develop new projects and programmes asrequired. |

*Within reason these key deliverables may evolve to meet service need and it is expected that you will be flexible and adaptable in your delivery to meet both service and council wide needs*

**Essential Requirements (key skills & qualifications)**

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| **1.** | At least two years' management experience in local government - preferably in a unitary, metropolitan or London borough – or equivalent in central government departments or relevant private sector organisations - with skills in understanding and responding to different perspectives and taking a cross-organisational perspective. Experience of management, performance management and improvement with a demonstrable record of achievement, including developing and implementing project and performance frameworks in a multi-disciplinary, partnership environment. |
| **2.** | Educated to degree level or equivalent or comparable attainment by experience with evidence of continuous professional development. |
| **3.** | Experience of Economic Development and Inward Investment, with an evidenced track record of securing investment decisions from either public or private sector experience.  Demonstrable understanding of these disciplines in a Local Authority Context. |
| **4.** | Practical evidence of developing and maintaining good working relationships with a wide range of external stakeholders, partners and customers, developing a positive personal and organisational profile, building relationships. To include evidence of influencing policy agendas at regional and national government levels. |
| **5.** | First rate communication, negotiation and influencing skills. High level of political awareness. |
| **6.** | Experience leading and developing funding bids, related business plans and effective management of project delivery. Developed understanding of place promotion within a Local Authority context. |



Job Family

Professional/Technical

Grade J



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| **Colleagues expectations**   * Be professional at all times * Work together for the good of the team, council and local people * Promote a supportive culture * Challenge assumptions * Take ownership * Be willing to change and do things differently * Always work in a safe manner | **Managers expectations**   * Be a role model by displaying positive behaviours at all times * Make well-considered decisions * Support, coach and communicate with my team * Be accountable for my team’s performance |

Professional/Technical job holders rely upon their deep knowledge of the specialism or discipline in which they work to carry out vital tasks and provide authoritative advice to others. Often developing within recognised career paths, their evolving expertise sees them bear increasing responsibility for managing Council assets, the development of policies and procedures and the strategic direction of the functions they support.

### Role characteristics

At this level job holders usually report to a Head of Service and are responsible for the development and implementation of strategy relating to a whole function within that Service. Posts carry significant responsibilities for finance and a range of other non-financial assets and job holders will make autonomous decisions and lead the management of change throughout their functional area.

### The knowledge and skills required

The advanced theoretical knowledge required to make appropriate judgements and decisions at this level is augmented by ongoing professional development and awareness of external legislative and societal change. Also, by a deeper understanding of the Council operational structures which both support and depend upon the job holder’s actions and advice. Roles will be professional experts, providing guidance to those in earlier career stages.

### Thinking, planning and communication

Job holders will use their professional expertise to deal with complex, pressing issues on a day to day basis, but will also look well ahead and take a more strategic view of their project and service delivery objectives, shaping their teams’ composition, approach and operating procedures in accordance with wider service goals mandated by Service management.

The information exchanged at this level will be routinely complex and even contentious in nature. Job holders will, however, have additional demands placed upon them by the need to persuade others to adopt courses of action they may not otherwise wish to take, based on evidence-based and reasoned argument. This will occur in written interactions but can also be the case in face-to-face verbal exchanges where job holders will advocate a position in response to opposing opinion in a formal or informal setting.

**Decision making and innovation**

The limitations to job holders’ decision making will be only the broad policy and practice guidelines that exist at both a corporate and even national/professional level. At this level of autonomy, job holders will be the final arbiter of many escalated technical and professional disputes and problems. They will probably report to a Head of Service and will devise and implement strategic plans in relation to their specific functional area.

### Areas of responsibility

With a diverse range of jobs being represented at this level, the precise blend of responsibilities for which the job holder is accountable will depend upon the service in which they operate.

External facing roles will focus on the needs of people, whether external service users or partners and will be responsible for critical day to day decisions with legal and reputational dimensions. Job holders will make a major contribution to the development of policy and functional procedures. Job holders will also lead the implementation of appropriate programmes on behalf of large groups of people.

Such roles are likely to have at least two other elevated levels of responsibility for such elements as finance (substantial budget management), information assets (statutory corporate databases and council-wide applications) or premises (of very high value and operational importance).

Internal facing roles are likely to have this pattern reversed, with the weightiest responsibility for very high value or significant financial and non-financial assets including policy development, but somewhat less accountability for the assessment of group needs. Roles will have full line management responsibility over a number of teams with differing functional specialties and employee profiles.

### Impacts and demands

Tasks and duties will be generally carried out in a sedentary position but there will always be a requirement for standing and walking from time to time, and the occasional need to lift or carry items.

The combination of both tactical and strategic matters that job holders deal with means that roles are inherently very complex, demanding of particularly lengthy periods of concentrated mental attention while also managing very high levels of work.

Duties of jobs at this level will not require job holders to develop and maintain working relationships with people who, through their circumstances or behaviour, place particular emotional demands on the job holder.

Many Professional / Technical job holders find themselves exposed to some disagreeable, unpleasant or hazardous working conditions. Particularly when the needs of their specialism require them to work on external sites exposed to the weather, in or around refuse and waste plant, close to particularly noisy machinery and in similar environments.

Other jobs, such as enforcement roles, may also see job holders exposed to verbal abuse and threatening environments. In all cases, job holders will minimise risk and conform to health and safety regulations to mitigate any negative effects of such exposure.