

Inward Investment Professional

We are looking for a passionate and commercially aware individual with exceptional interpersonal skills to join the Invest in Nottingham team at Marketing NG.

Nottingham has a rich history when it comes to industry and innovation and is recognised as being innovative, forward thinking and fast-growing. Home to major brands and global giants like Experian, Boots, E.ON, Center Parcs, Speedo, Wilkos, Capital One and Paul Smith, it has developed a reputation as a great destination for businesses large and small. We are now looking for someone to join our busy team attracting new businesses to the city, in the role of Business Expansion Specialist.

The position of Business Expansion Specialist is a full-time fixed term contract until 31st October 2022.

We welcome applications from everyone regardless of age, race, gender, religion or beliefs, disability, gender identity or sexual orientation.

Closing date for applications is Monday 19th August 2019.

Salary £38,200 pa

To download the full Job Description and Person Specification please click [here](#).
To apply please email your CV and personal statement, or for more details email Lorraine.baggs@investinnottingham.co.uk

About Us

Marketing NG's mission is to promote Nottingham for the purposes of growing the local economy and improving the standard and quality of life for local people.

Based in the heart of the city Marketing NG's objectives are:

1. Pro-actively promote Nottingham by co-ordinating and delivering the area's story to targeted external audiences across all services
2. Increase employment in Nottingham
3. Increase Nottingham's talent pool / increase skill levels
4. Pro-actively promote key development sites in Nottingham
5. Raise the profile of Nottingham with consumers to support growth of the visitor economy
6. Engage local businesses in place marketing initiatives for Nottingham

Marketing NG is a not-for-profit public private partnership, funded by Nottingham City Council, ERDF and our network of commercial partners.

About the Job

The Business Expansion Specialist role sits within the Invest in Nottingham team which aims to attract and retain investment to create jobs and growth.

The Business Expansion Specialists provide end-to-end account management of inward investment enquiries, liaising with partners to provide a single point of contact for the investor, and proactively promoting Nottingham to potential inward investment markets across the UK and globally.

The job represents a unique opportunity to form working relationships with Nottingham's senior business people, presenting credible information to decision makers within a board environment, ultimately to secure their investment in Nottingham.

About You

The successful candidate will:

- Be educated to degree level or equivalent and/or be able to demonstrate relevant business experience.
- Have in-depth knowledge of one or more of Nottingham's key business sectors, including Creative & Digital, Life Sciences, Advanced Manufacturing and Financial, Professional and Business Services (FPBS).
- Understand the local, national and global economic, social and political environment.
- Understand the structure of the local economy, particularly the priority sectors and the opportunities for growth.
- Understand the current trends within the inward investment industry and the potential interventions to support an investment enquiry.
- Have extensive experience of working with or within a highly commercial setting on issues relating to business growth.
- Have previous experience of high-level account management.
- Have experience of driving ambitious objectives through the development of robust strategies and meaningful delivery of actions with extensive partner involvement.
- Have experience of managing projects and programmes to a successful outcome.
- Have experience of driving and facilitating delivery partnerships.
- Have a proven track record in building credible relationships local business, with demonstrable understanding of operating within a commercial environment.

Benefits Package

- Access to an employer contribution pension scheme
- We offer a supportive environment in which you can thrive while maintaining balance between work and home
- 25 days annual leave package
- Flexible working

This post is subject to funding under the European Regional Development Fund Priority Axis 3 programme and is part of the team that delivers D2N2's proactive inward investment programme to enhance the competitiveness of Small and Medium-sized Enterprises in Nottingham and Nottinghamshire.