

## Job Description

Managing Director

Responsible To: Director of Economy and Place/Chief Executive

### Purpose of Job

The Managing Director will promote the Borough of Rochdale as a high potential investment location through economic development, business growth and regeneration opportunities.

This means securing inward investment and funding, creating lasting partnerships across the public/private sectors and delivering development and regeneration projects.

The role requires an outstanding leader who can motivate and develop staff, work with the Board of Directors, GMCA, internal and external partners and stakeholders to deliver the Borough and Council's Growth Plans and RDA Business Plans to deliver projects and programmes on time and on budget.

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### Role responsibilities

- Operate strategically as a Member of the Economy and Place Directorate leadership team and wider Council Leadership Network to ensure the delivery of corporate aims and objectives.
- Develop and successfully execute a strategic business plan that aligns with Council ambitions and which transforms the economic prospects of Rochdale Borough.
- Create and promote products and services which increase public and private sector investment and income growth for the business.
- Provide strategic advice to the Board to increase the role and profile of the RDA in promoting the economic growth and success of Rochdale Borough
- Work closely with the board, its sub-committees and elected Members and senior officers across the Council to develop the vision and deliver board priorities
- Develop strong and lasting relationships with the Board, partner organisations, investors, developers and elected Members to deliver RDA objectives
- Be an advocate for the business and the Borough representing RDA and the Council at GMCA and other meetings relating to economic development

- Promote awareness of RDA with Council partners and external funding bodies to increase investment and revenue opportunities
  - Develop and execute an organisational strategy that secures inward investment and creates jobs
  - Ensure new projects fit the Councils Corporate and Place plans, align with board's priorities and are financially viable
  - Oversee the company's financial performance and be responsible for effective budget management and the continued success and sustainability of the business
  - Recruit and develop a group of high performing senior leaders who deliver results
  - Create an environment where people are highly engaged and loyal to the organisation
  - Develop and deliver a financial strategy that grows income opportunities and promotes financial independence
  - Deliver the business plan to ensure projects are delivered on time, on budget and to the highest standards
  - Ensures strong business governance and eliminate risks to the organisation
  - Ensure compliance with laws, statutory regulations and guidelines to eradicate risk to the organisation
  - Invest in systems, processes and IT to improve performance and to reduce costs
  - Provide robust data and information to measure results and eliminate any underperformance
  - Create strong links with the commercial and business sectors to attract private sector capital
  - Provide services and support to existing investors/occupiers to ensure high levels of inward investment activity
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### **Person specification**

Driven, commercial, visionary, strategic, collaborative, ambitious, confident, inspiring, innovative, resilient, organised, professional, influential, integrity

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## **Experience**

Minimum of 5 years relevant senior management and leadership experience in a commercially focussed public sector organisation or a private sector organisation that has worked with the public sector

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## **Skills**

The successful candidate will need to display a broad range of skills in the following areas

1. Strategic thinking and development
2. Financial management and budget setting
3. Building high performance teams
4. Planning and prioritising
5. Critical thinking and decision making
6. Creating high quality relationships/partnerships
7. Management and leadership
8. Political sensitivity and acumen
9. Corporate governance
10. Commercial understanding

## **Organisational Values**

Rochdale Development Agency's three core values guide the way we work:

### **Collaboration**

- We believe in the power of teamwork and collaboration to achieve our shared goals
- We value diverse perspectives and encourage open communication among all team members
- Together, we leverage our collective strengths, to drive success and overcome challenges

### **Innovation**

- We are champions of innovation, constantly pushing the boundaries of what's possible and embracing a culture of forward thinking
- We foster an environment where creativity flourishes, encouraging bold new ideas and approaches
- We encourage creativity and resourcefulness, driving continuous improvement and growth

## **Integrity**

- We uphold the highest ethical standards in all our interactions and decision making
- Trust and transparency are fundamental to our relationships, both internally and externally
- We take ownership of our actions and decisions, demonstrating accountability and reliability in all circumstances