

## Job Description

Job title	Strategic Investment Partnerships Advisor
Directorate	Regeneration, Culture and Environment
Division	External Investment, Regeneration
Range	MPR 8
Reports to	Head of Place Strategy Investment and Social Regeneration

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### Main purpose of the job:

To lead Medway Council's strategic investment and regeneration agenda through producing and promoting a commercially focussed Investment Strategy and Prospectus that secures major private-sector investment into Medway's regeneration pipeline.

The role will develop and negotiate innovative funding models, public-private partnership arrangements and refinancing structures working with institutional investors, while leveraging senior partnerships across government, business and regional networks to maximise Medway's sustained long-term growth and influence.

Liaise with stakeholders in a way that promotes the [One Medway Council Plan](#) and embeds our [values and behaviours](#).

### Accountabilities and outcomes:

Drive the creation and implementation of the Council's commercially focused Investment Strategy, national/international promotion prospectus and delivery plan to secure significant private-sector investment for Medway's growth agenda.

Design the financial structuring of new public-private partnerships, working closely with financial institutions, investment funds and development partners including Medway Development Company, to deliver innovative capital models and refinancing solutions to secure long-term capital for regeneration.

Act as the lead advisor to senior management providing expert assurance and guidance on financial innovation, commercial risk, market conditions, viability and robustness of innovative investment structures, ensuring rigorous due diligence, strong governance aligned with industry best practice and long-term financial stability across Medway's strategic partnerships.

Represent the Council at high level investment related events including investment forums and business events including speaking opportunities and media appearances if required to enhance the Council's visibility, attract new investment opportunities, and strengthen strategic relationships with key stakeholders.

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Finalise the Council's Place and Regeneration Strategy refresh (Medway 2041) with consultants, ensuring the vision sets out strategically aligned projects which underpin the Investment Strategy, supporting regeneration and measurable long-term growth plans.

Champion Medway's role in regional and devolution agendas through leveraging strong relationships with networks including Kent and Medway Economic Partnership and wider stakeholders, raising Medway's profile with businesses, and regularly engaging Government officials to promote Medway, share best practice and ensure our priorities are represented in Local Government Reorganisation and national policy forums.

Interpret Government guidance on regeneration, growth and investment, engage with officials to reflect Medway's interests in emerging national policy and support colleagues in developing strong business cases to attract funding opportunities.

Advise on partnership approaches, benchmarking with other authorities, and ensuring strategies are coherent and aligned with RCE priorities and well-positioned to influence and respond to national policy.

Work collaboratively with service managers, Assistant Director Regeneration and the Director of Place to review Medway's partnership activities, ensuring a forward-looking focus on third party investment, co-creation and the maximisation of Government interest in the area. This will also include acting as Deputy to the Head of Place Strategy Investment & Social Regeneration.

At manager's discretion, other activities may be assigned that fit the job description.

### Key Corporate Accountabilities:

To work with colleagues to achieve service plan objectives and targets.

To understand and actively keep up to date with GDPR responsibilities, including completing regular refresher training.

Safeguarding is everyone's responsibility: all employees are required to act in such a way that safeguards the health and well-being of children and vulnerable adults.

As a corporate parent, all council employees are responsible for ensuring the well-being and positive outcomes of Medway's care-experienced children and young people.

To participate in the Performance Appraisal process and contribute to the identification of own and team development needs utilising the Career Progression Framework.

Work in accordance with the Equality Act 2010 and the Public Sector Equality Duty to eliminate unlawful discrimination, harassment and victimisation. Promoting equality of opportunity, fostering good relations and improving the quality of life and opportunities for everyone living and working in Medway.

To ensure full compliance with the Health and Safety at Work Act 1974, the Council's Health and Safety Policy and all locally agreed safe methods of work.

To fully understand and be aware of the commitment to the duty under Section 17 of the Crime and Disorder Act 1998 to prevent crime and disorder.

Promote the Medway Carbon Neutral by 2050 commitment; supporting the Council action plan to ensure we play our part in addressing the climate emergency.

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Medway Council is a Category One responder in relation to the Civil Contingencies Act (2004) and as a result all staff working for the Authority may be asked to carry out Category One response duties or stand in the role of another member of staff who is responding to a Major Civil Incident.

### Organisation:

This role reports to the Head of Place Strategy Investment & Social Regeneration

The post holder will not be required to line manage others but may be required to direct, coordinate or train other employees.

The post holder will need to liaise with all stakeholders both internal and external to the organisation.

### Working Style:

HYBRID - a flexible working arrangement whereby an employee can undertake their work either in the office and/or partially or mainly from home on a temporary or permanent basis.

### Person specification

All criteria at level A should be considered essential requirements.

#### Qualifications

##### Level A

Degree in a relevant field such as Finance, Applied Economics, Investment Management, Real Estate or similar.

APM PMQ, PRINCE2 Practitioner or equivalent.

##### Level B (in addition to level A criteria)

Postgraduate qualification in a relevant field including MSc in Infrastructure Finance / Financial Economics / Investment Management or similar.

##### Level C (in addition to levels A and B)

Relevant professional accreditation including APMG CP3P Practitioner, CIPFA, IRM or equivalent.

#### Knowledge

##### Level A

- Excellent understanding of investment strategy, private-sector investment mechanisms, and the fundamentals of public-private partnership (PPP) models.
- Strong understanding of the national investment landscape including Investment Zones, Business Improvement Districts and devolution policy, and how these shape and impact local investment strategies.
- In depth technical knowledge of structuring finance, financial appraisal, risk assessment, due diligence and governance requirements for major investment decisions.
- Good understanding of development models including viability, development risks and how these shape investment decisions and delivery options.
- Strong knowledge of inward investment drivers, investor behaviour and the principles of promoting a place to domestic and international investment markets.
- Understanding of macro-economic conditions, market cycles and factors that influence investor sentiment, capital flows and project viability.
- Extensive technical knowledge and understanding of Project and Programme management.
- In-depth understanding of local government structures, regeneration policy, inward investment and economic development frameworks.
- Strong knowledge of national Government policy relating to growth, devolution, and investment, including MHCLG programmes, and wider political environment including Local Government Reorganisation.
- Awareness of procurement regulations and best practices for commissioning external consultancy.
- Good understanding of the One Medway Council Plan and alignment with Regeneration Culture Environment objectives.

##### Level B (in addition to level A criteria)

- Extensive understanding of Regeneration and Economic Development, its activities and policies and the market/external comparators for it.
- Understanding of strategic planning and alignment across local authority directorates, including Local Plan integration.
- Familiarity with regional economic partnerships and bodies such as Kent and Medway Economic Partnership.
- Strong knowledge of current funding streams and best practice in securing investment to support strategic priorities and drive sustainable growth

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### Level C (in addition to levels A and B)

- In-depth understanding of economic forecasting, investment-risk dynamics and how changing financial markets influence long-term regeneration, capital structuring and PPP arrangements.
- Specialist knowledge of innovative financing mechanisms including blended finance, refinancing structures, SPVs and joint venture arrangements.
- In-depth understanding of PPP governance frameworks, commercial negotiation, risk allocation and financial institution considerations in structuring major deals.
- Expert knowledge of development delivery models, including local authority owned development companies, build-to-rent models, land promotion models, and mechanisms for unlocking investment into complex regeneration schemes.

## Experience

### Level A

- Demonstrable experience of developing, writing and delivering investment or commercial strategies, including articulating clear investment propositions and implementation plans.
- Proven experience of promoting an investment plan and securing significant private-sector investment (£50m+) successfully negotiating with investors and development partners to unlock capital.
- Demonstrable experience of working within or directly alongside the financial sector including institutional investors, banks, investment funds, corporate finance advisors with an excellent understanding of how investment decisions are made.
- Track record of structuring or supporting public–private partnerships, investment vehicles or development delivery models, including assessing financial viability and commercial risk.
- Experience developing promoting and marketing investment strategies, place propositions or major programmes to investors, businesses or external audiences.
- Demonstrable experience of managing, coordinating or influencing senior-level strategic relationships within complex organisations.
- Strong partnership experience across influential stakeholders, including businesses, investors, Government departments, Members, MPs and senior officers, demonstrating political awareness and effective relationship management.
- Experience contributing to or leading the development of business cases, investment papers or commercial proposals used to secure funding or investor commitment.
- Experience managing complex programmes or projects from concept to delivery, including identifying, assessing and mitigating strategic and operational risks.
- Experience of supporting or operating within robust governance frameworks, including presenting recommendations, ensuring compliance and maintaining clear audit trails.
- Experience commissioning, managing or assuring the work of external consultants, including financial, legal, commercial or market specialists.

### Level B (in addition to level A criteria)

- Experience engaging with external investment markets, regeneration partners and cross-service teams to align investment activity with wider place-making objectives.
- Evidence of independent working and decision-making in environments requiring commercial judgement, negotiation and problem-solving without clear precedents.
- Proven experience in developing and delivering strategies for commercial investment, inward investment, regeneration, economic development or within a public-sector context.
- Experience engaging with Government departments, agencies or national bodies to shape policy positions and reflect organisational priorities.

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- Track record leading multi-agency partnerships, cross-directorate programmes or strategic investment initiatives.
- Experience commissioning, managing or assuring the work of external consultants, including financial, legal, commercial or market specialists.
- Demonstrable success in securing public and private funding for major programmes through high-quality business cases, Green Book appraisals, proposals and investment submissions.
- Experience working with regional economic partnerships, devolution structures or cross-authority collaborations.
- Background in promoting and marketing investment opportunities to business audiences, investors, developers or industry networks.
- Experience working with development companies or major developers, with a strong understanding of development viability, delivery models, land value, cost plans and commercial appraisals

### Level C (in addition to levels A and B)

- Significant experience structuring, negotiating and closing complex investment deals, including long-term funding arrangements, refinancing models, special-purpose vehicles, joint ventures or other PPP structures.
- Demonstrable experience successfully marketing investment opportunities to business audiences, investors, developers or industry networks including UKREiF, MIPIM.
- Experience advising executives, senior leaders or boards on commercial negotiation, investment risk, due diligence, market conditions and governance compliance.
- Experience developing and overseeing major investment prospectuses, investor-facing campaigns or promotional strategies targeting national and international markets.
- Experience representing an organisation at national forums, central Government meetings and high-profile regional investment platforms.

## Skills

### Level A

- Ability to lead and contribute to the development and successful delivery of a commercially focused Investment Strategy, securing significant private-sector capital to deliver Medway's growth and regeneration priorities.
- Ability to translate place-based regeneration priorities and spatial frameworks (e.g., Local Plan, Medway 2041) into investable propositions and deliverable project pipelines.
- Strong relationship-building skills, establishing collaborative and influential partnerships across internal services, Government, regional bodies, investors, financial institutions and the private sector.
- Highly developed negotiation and commercial skills, with a proven ability to structure, influence and secure investment agreements, PPP arrangements and funding deals in complex, multi-stakeholder environments.
- Proactive in identifying opportunities, shaping investable propositions and driving change through the development and promotion of investment opportunities and strategic programmes.
- Excellent strategic thinking, ability to align Place Strategy (Medway 2041) with complex financial, economic and regeneration initiatives, as well as overarching Council plans and Government priorities.
- Strong stakeholder engagement capability, highly confident in presenting Medway's proposals to senior officials, investors, businesses, and governmental partners.
- Excellent written and verbal communication skills, including the ability to prepare compelling investment narratives, pitch materials, prospectus content and business-case-driven recommendations tailored to diverse audiences.
- Effective leadership and coordination skills to manage cross-functional boards, delivery groups, financial advisors and multidisciplinary project teams.

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- High-level analytical capability to interpret financial, market and Government information, assess investment opportunities, and provide evidence-based commercial advice.
- Strong marketing and promotion skills, including the ability to position Medway's investment opportunities to national and international markets and articulate a compelling value proposition.

### Level B (in addition to level A criteria)

- Highly confident in informing and advising senior management, Members and partners on investment options, funding streams, commercial risks and opportunities to maximise capital attraction.
- Ability to operate with a high degree of independence, applying commercial judgement to resolve complex issues, shape deals and progress negotiations where no clear precedent exists.
- Skilled in representing the organisation in regional and national investment forums, promoting Medway's strategic priorities and influencing policy or funding outcomes.
- Ability to oversee and quality-assure the work of external consultants (financial, legal, market or technical) and ensure outputs are commercially robust and investment-ready.

### Level C (in addition to levels A and B)

- Expert commercial acumen with the ability to evaluate, challenge and assure complex financial models, development appraisals, risk allocations and investment proposals.
- Skilled in high-level investor engagement, including developing and delivering presentations and targeted campaigns to domestic and international financial institutions.
- Ability to provide senior commercial assurance to boards, investment panels and governance forums, ensuring decisions are underpinned by rigorous financial, legal and risk analysis.
- Strong capability in interpreting and responding to shifts in market conditions, economic volatility and investment climate changes, and adjusting strategies accordingly to maintain investor confidence.