

## A THRIVING REGION OF OPPORTUNITY WHERE OUR COMMUNITIES ENJOY A VIBRANT LIFESTYLE

### Manager Trade and Investment

<b>Division</b>	Economic Development	<b>Department</b>	Economic Development
<b>Reports To</b>	Chief Economic Development Officer	<b>Direct Reports</b>	Yes

### Position Purpose

This position will provide leadership in the delivery of Council's economic development priorities with a trade and investment focus as outlined in the Regional Economic Development Strategy (REDS). This position will develop, promote and enhance the region's business identity and reputation linked to the priority industries and region-shaping projects as outlined in the REDS. This position will lead the business retention and expansion of existing businesses and the attraction of new businesses to the region.

### Key Responsibilities and Outcomes

#### Operational

As a Manager and member of the Economic Development leadership team you will:

- Lead the delivery of the trade and investment work program as outlined in the REDS and lead the development of appropriate strategies to enhance the economic potential of the region-shaping projects and business identity and reputation of the region.
- Lead the identification, development and delivery of approved strategies to enhance the competitiveness of the region across the REDS 'Bigger, Bolder, Brighter' goals and targets.
- Lead strategic development with corresponding innovative plans, programs and actions to diversify the regional economy and facilitate the delivery of Council's REDS.
- Develop and maintain strong partnerships across an extensive network of contacts including political, government and non-government organisations.
- Develop and deliver tactical and operational activities/programs to support our trade, investment and international outcomes.
- Negotiate contracts with potential investment projects aligned to Council's investment attraction framework and Council policies.
- Develop in partnership with other Council staff members, a comprehensive framework and associated programs and tools to encourage and attract commercial investment into the region specifically across economic/major activity centres.

#### Values

At Moreton Bay Regional Council our values shape the way we behave, how we interact with each other and our customers. They underpin our decision making and are our guiding principles. As a leader you will take accountability for demonstrating the values expectations and behaviours and enable your team members to do the same.

### Decision Making

**Budget** - \$TBC

**Delegations** - Delegations under the Local Government Act 2009 and as directed and published in Council's Delegation Register



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### Knowledge & Experience

- Substantial experience in policy, program and strategy development, implementation and management, including the ability to formulate, analyse and complete due diligence on business and industry project proposals by applying business principles, financial analysis and assessment of risk.
- Demonstrated leadership capability to build and maintain strong partnerships, including achievement in developing and maintaining an extensive network of contacts across a range of political, government and non-government organisations.
- Demonstrated high level application of analytical, creative thinking and problem-solving skills in a complex, multidisciplinary environment within a government context.
- Superior interpersonal skills in leadership, coordination, negotiation, teamwork and consultation.
- Highly developed ability to seek, analyse and evaluate customer needs and integrate them into the delivery of successful outcomes.
- Availability to undertake occasional interstate travel and work outside normal hours.

### Qualifications

- Recognised formal tertiary qualifications and/or accreditations relevant to the role and/or extensive operational experience in a related field within the knowledge and professional services in the regional area.
- Current "C" Class Driver's Licence.

*This position description reflects a summary of the key accountabilities of the position, it is not intended to be an all-inclusive list of duties, steps and tasks. Leaders may direct employees to perform other duties at their discretion.*