



Investment Manager

Person Specification
October 2024

	ESSENTIAL	DESIRABLE	HOW MEASURED
EXPERIENCE	Developing Investor propositions.		Interview and application
	Understanding of a commercial approach and understanding of business needs.		
	Lead generation techniques and marketing.		
	Proven experience in working with and developing external partnerships with commercial and non-commercial organisations.		
KNOWLEDGE	Company investment making criteria and decision making.	Working knowledge of key sectors within the Humber economy.	Interview and Application
	An understanding of the commercial development market.	Understanding of current Government regional policy.	
SKILLS AND ABILITIES	An ability to analyse data and extrapolate investment trends and markets.		Interview and Application

(competencies and behaviours)	Excellent verbal and written communication skills and the ability to present, negotiate and influence effectively with all levels of an organisation.		
	Ability to relate to and win the confidence, trust and respect of senior leaders, investors and partners.		
	Excellent IT skills, including Microsoft Office and willingness and an ability to learn new IT/web programmes where in-house training is provided.		
EDUCATION, TRAINING AND QUALIFICATIONS* or equivalent experience	Degree or equivalent experience	A recognised programme and / or project management qualification	Application form
		A recognised data scientist qualification	Application form
WORKING ARRANGEMENTS	Flexible to meet the needs of the organisation. Mix of on-site, working from home and office location. Possible UK and travel abroad.		Interview

Prepared by: Simon Green

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