



Associate Director – Economics & Finance

Responsible to:
Senior Technical Director - Economics and Finance

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The Role

We are recruiting world class talent. Come and join us.

As part of continued expansion and consolidation of our Economics and Finance team (E&F), we are seeking a committed and ambitious individual to join the team.

The successful candidate will be part of an energetic team which is delivering a range of projects across infrastructure economics, public private partnerships and green growth.

The role will include close involvement in business development activities, project direction and the completion of technical inputs to projects, both in the UK and overseas.

Key projects being undertaken by the team include:

- the completion of feasibility studies for infrastructure investment proposals in Myanmar, St Lucia and Bangladesh;
- advising Governments in Philippines, Nepal, Lebanon and Azerbaijan on the development of PPP projects;
- evaluating the effectiveness of road sector investments in Mozambique; and
- completing economic appraisals of climate change adaptation measures in the Caribbean, Bangladesh and the Balkans.

IMC recently acquired the leading Spanish management consultancy, ANINVER, which has further strengthened our capability and track record.

Main responsibilities

The Associate Director will deputise for the Senior Technical Director when absent and will have specific responsibilities for the management of the E&F team including:

- Monitoring and appraisal of performance for team members at Senior Consultant level and below
- Developing job descriptions and the recruitment of team members at Senior Consultant and below
- Assessing appropriate business development opportunities
- Managing and quality assuring projects being run by the E&F team
- Becoming the key point of contact between the E&F team and ANINVER.

Responsibilities with the Senior Technical Director:

- Prepare a costed strategy to grow the business stream and implement this strategy;
- Prepare an annual budget with performance targets for the business stream;
- Work with the Regions and other business streams to ensure that the right resources and capacity is in place to deliver the portfolio and business stream strategy;
- Maintain a business development programme, including the identification and cultivation of potential clients, market research, preparing marketing strategies and plans, marketing visits, presentations, attendance at conferences and seminars, delivering and publishing papers and generally maintaining for the Company a high-profile presence in the market.

General Responsibilities:

Project Work

- Leading and contributing to the preparation of high-quality expressions of interest and proposals/tender documents, as required
- Provide technical inputs, backstopping and project direction, on a wide range of technical assistance and development advisory projects.
- Lead and advise upon financial analyses, including the implementation of data analysis tools, as required.
- Contribute to capacity building and PPP sector development projects in a technical role and supervise the work of other consultants to complete defined deliverables.
- Manage projects and lead relevant tasks within a project, including supervising the work of others, as appropriate.
- Undertake overseas assignments as part of inter-disciplinary teams.

Business Development

- Help to develop and deliver the E&F strategy, including making strategic decisions on the proactive targeting of new business opportunities.
- Develop business strategies in selected areas of work, including alternative project financing, institutional investing and advising Governments on PPP sector issues.

- Support the work of IMC Worldwide as a whole, as required.

Compliance

- Meet the [quality standards](#) of the company and of the development partners, our Clients
- Meet the high ethical standards of the company as directed by the [IMC policies](#) related, but not limited to: Business Ethics, Equal opportunities, Anti-Harassment & Bullying, Safeguarding, Anti-Slavery and Human trafficking and Data Protection.

Team Environment

You will be part of the team (currently of 8) working to develop and deliver the IMC E&F business stream strategy; this includes a particular focus on infrastructure economics, public private partnerships and green growth.

The working environment is informal and creative, but we are uncompromising on the quality of work we deliver to clients.

Hours of work – This role is a full-time position, 37.5 per week.

It is anticipated that the Associate Director will spend 30% to 50% of their time fee earning, 30% to 50% on business development and 10% to 20% project direction and backstopping.

Location – The role is based in the IMC offices in Redhill. We are a short walk from Redhill train station, which has direct links to London and the South Coast. There is free parking available on site depending on availability.

There will be the requirement to travel overseas with this role on a regular basis.

Salary – Competitive salary depending on experience.

Annual leave – 25 days annual leave plus public holidays. The holiday year is 1st January – 31st December.

Benefits – Buying and selling of annual leave, health cash plan, life assurance, private medical insurance, company contributory pension and cycle to work scheme.

IMC also supplies free refreshments and fruit, and there is a dress down day every Friday.

The closing date for applications is Friday, 05 July 2019 at 9am

PERSON SPECIFICATION: Associate Director – Economics and Finance

	Essential	Desirable
Qualifications, understanding & training:		
Degree qualification in economics or finance	X	
Master's qualification in a related subject	X	
Experience:		
Experience in financial appraisal of investment proposals in developing countries, and a strong understanding of Public-Private Partnerships (structural, transactional and financial), with experience in an advisory role	X	
Proven business development experience including the development of successful tenders	X	
Extensive consulting experience with an international development consulting firm in the provision of advisory/technical assistance for multilateral organisations, donors and/or the private sector	X	
Experience in International Development either through employment or volunteering	X	
Abilities & skills		
Strong communication skills and experience in client-facing roles	X	
Confidence and enthusiasm	X	
Good attention to detail and ability to carry out administrative tasks	X	
Excellent organisational skills and the ability to multi-task under tight deadlines	X	
Excellent project planning skills	X	
Experienced team leader and mentor for junior staff	X	
Flexible and adaptable with an ability to adapt appropriately within various situations.	X	
Co-operative and supportive team player	X	
Ability to solve complex problems	X	
Excellent written and spoken English	X	
Ability to work in an additional language		X
Personal:		
Self-motivation and pro-active attitude	X	
Willingness to travel internationally	X	
Flexible attitude to meet the needs of the role	X	
Commitment to IMC's objectives and values	X	
Excellent work ethic	X	

IMC Competency Framework: Associate Director – Economics and Finance

Competency	D	I	A	S
IMC Values and Ethics			X	
Business Insight			X	
Bid and Project Management			X	
Technical/Area specialisation			X	
Relationship Management and Working with Others				X
Leadership and Resilience				X
Impact and Influence				X
Decision Making and Planning and Organising				X
Results Orientation and Continuous Improvement				X
Financial and Commercial awareness				X

Key:

D – Developing

I – Independence

A – Accomplished

S - Senior Management Level