



ROLE SPECIFICATION

London & Partners Non-Executive Board Director

London & Partners is London's trade, investment and international promotion agency. Its role is to promote London internationally as a leading world city to visit, and in which to study, invest, grow and meet. Their work helps achieve good growth for London and Londoners, and has created over 70,000 jobs since its creation in 2011. London & Partners achieves this by: building London's international reputation; attracting international audiences and convincing them to choose London; guiding international audiences to make the most of all that London has to offer; and helping to retain and grow London's businesses. It tells London's story brilliantly to an international audience and does this in partnership with organisations and people who have a stake in London's international promotion.

Established by the Mayor of London in 2011, London & Partners is a not-for-profit public private partnership, funded by the Mayor of London as well as other public sector funding, fees from our commercial partners, in-kind support from the private sector and income from commercial activities. We have offices in London, Beijing, Shanghai, Mumbai, New York, Los Angeles and San Francisco, with representatives in several more countries.

London & Partners is a not-for-profit public-private partnership funded by the Mayor of London as well as from other public sector funding, fees from our commercial partners, in-kind support from the private sector and income from commercial activities. It has international offices in the USA, India, China, Canada, France and Germany.

The company is mid-way through delivering an ambitious three-year strategy to win jobs and good growth for London in an increasingly challenging global environment. A renewed organisation has been created with the structure and skills to exceed. The company's international footprint has doubled to 13 offices overseas and its work is focussed on the sectors with the highest potential. The company has worked to retain and grow businesses in the context of Brexit, with a focus on giving companies impartial advice on access to talent. It supports around 1,000 companies each year through its trade and growth programmes. It has created "London's Global Good News Room" to communicate positive messages about London's future, to our target audiences, at speed, through a network of senior international influencers.

THE LONDON & PARTNERS BOARD

The Board is made up of 12 Directors. Under the articles of association, the Chairman and one other non-executive director are appointed by the Mayor and the Mayor will approve the appointment by the board of two executive directors – the CEO and Managing Director, Operations and. Other Directors are appointed by the Board following the recommendation of the Nomination Committee with the approval of the members of the Company. The members are the Mayor of London, UK Hospitality, ABTA, Society of London Theatre and London Chamber of Commerce and Industry.

The company has three subsidiary companies, Dot London Domains Limited, London & Partners International and London & Partners Ventures.

Details of our Chairman, Rajesh Agrawal, and other Board members can be found at <http://www.londonandpartners.com/about-us/our-board>

LONDON

& PARTNERS

The Board meets quarterly for half day meetings.

THE ROLE

London & Partners is looking for two engaged and committed individuals to join as non-executive directors and play a key role in establishing the overall direction of the company and in driving and monitoring performance.

In this important and highly visible role, they will be part of a Board developing and scrutinising strategies, policies and plans to ensure that London & Partners delivers its objectives and achieves maximum results and value for money for the investment made by the Mayor and the private sector. This significant role will allow them to put their expertise to use in a new environment, to broaden their horizons and give something back to London.

The successful candidates will have senior level experience and demonstrable success in delivering strong results as part of a major business or project. They should have a keen interest in the international promotion of London, and the ability to contribute to and scrutinise strategic decision-making in this area. A good understanding of the city and how it operates is therefore important.

London & Partners seeks candidates with outstanding communication and advocacy skills and who are used to dealing with complex and competing priorities. They will have no trouble commanding respect amongst other Board members and key stakeholders at all levels, be able to integrate fully into the existing team and to provide an objective view in the face of complex agendas.

Most importantly, it is imperative that they understand and live the seven principles of public life - selflessness, integrity, objectivity, accountability, openness, honesty and leadership.

DUTIES

Duties include:

- Being responsible for the management of the company's business, as set out in the Articles of Association
- Providing strategic leadership and help facilitate the development of strategies, policies and plans to discharge London & Partners purposes
- Monitoring and scrutinise the performance of London & Partners and its Executive team, to ensure that it meets its strategic objectives and targets
- Promoting the highest standards of propriety, best practice and the efficient and effective use of staff and resources
- Attending four half-day meetings a year and being called upon when required to be a member of a Board sub-committee (Audit & Finance, Remuneration and Nomination Committees) and/or director of a subsidiary company
- Attending and representing London & Partners at various events hosted by London & Partners and its partners
- Acting as an Ambassador for London & Partners and London
- Mentoring, advising and supporting the Executive team
- Making introductions to relevant networks and contacts that will assist London & Partners activities
- Participating in the full range of non-executive duties, including financial and risk management; succession planning of the board and Executive team; effective corporate governance.

LONDON

& PARTNERS

PERSON SPECIFICATION

To complement the current membership of the Board, the London & Partners is particularly keen to receive applications from those who have significant experience in one or more of the following skill sets:

International Marketing: A senior marketing role in a corporate, agency or government department. It is more important than ever that the London brand is reinforced to international audiences. Candidates with experience of changing perceptions across businesses and consumers, in one or more of L&P's target markets of the USA, India, China, France and Germany would be particularly welcome.

Higher Education: A senior academic or administrative role in a higher education institution with an understanding of the importance of the sector to London's competitiveness who can advise on how to engage and collaborate effectively with universities to attract students and support the promotion of London's key sectors.

Leisure tourism: A senior role in a travel or hospitality related organisation focused on sales or marketing to international consumers. First-time visitors from target markets are a key audience. London & Partners represents the tourism industry in London through a growing membership scheme. The successful candidate would understand the importance of international tourists for London and how to attract them. Strong networks within the tourism sector would be beneficial in supporting greater collaboration with the industry to attract tourists and support the growth of the membership scheme.

Experience of public-sector funded organisations: A senior or non-executive role within an organisation funded wholly or partially by the public sector. The Board seeks someone with experience of bidding for public-sector funds and an understanding of the particular governance issues within a public body that also generates funds through commercial activities.

TERMS OF APPOINTMENT

Appointments will be for a three-year term.

The post will be unpaid. By convention, expenses are only paid for representational duties in addition to attendance at board and sub-committee meetings.

TO APPLY

Recruitment is being managed through the online recruitment platform for board and senior executive roles. The closing date for the role is 6th January 2020. Shortlisted candidates will be called for interview with representatives of the Nomination Committee. For further information and to apply use the link [here](#).

For any further information please contact Andrew Cooke at acooke@londonandpartners.com.

www.londonandpartners.com