

JOB DESCRIPTION

JOB TITLE:	Senior Investment Manager (Real Estate)
MANAGED BY:	Head of Strategic Investment & Planning
GRADE:	13

THE ROLE

A senior specialist role providing expert investment appraisal, financial modelling and commercial structuring to support housing and regeneration delivery across the West of England. The postholder ensures projects are investment-ready, commercially robust and aligned with regional priorities, working closely with the Director of Place, Head of Place, Head of Regeneration and colleagues across the Transport Directorate.

The role supports delivery of the Strategic Place Partnership with Homes England and strengthens the region's ability to secure public and private investment.

The postholder will work closely with the Strategic Place Partnership Lead, taking forward priority schemes from the regional pipeline into detailed financial appraisal, commercial structuring and investment decision.

Schemes typically involve complex, multi-partner regeneration and mixed developments with multi-million point public/private investment structures, typified by the £500m Future Places Fund

KEY RESPONSIBILITIES

- Lead investment appraisal, financial modelling, viability assessment, sensitivity testing and risk analysis for housing and regeneration schemes.
- Influences and advises of commercial negotiations, ensuring proposed structures are financial viable, compliant, and aligned with strategic objectives
- Develop commercial structures, capital stacks and funding approaches for mixed-tenure development, regeneration and land-led projects.
- Work with the Unitary Authorities, Registered Providers, developers and investors to support the progression of prioritised schemes into fully appraised and investment-ready propositions

- Design and implement financial and commercial solutions to address delivery barriers
- Provide commercial and financial input to Homes England engagement and support delivery of the Strategic Place Partnership.
- Prepare high-quality investment papers, commercial assessments and business cases for governance.
- Works with Finance and Legal colleagues to ensure appropriate governance, procurement alignment and risk mitigation within investment structures
- Align investment activity with the Director of Place, Head of Place, Head of Regeneration and Transport Directorate colleagues to support integrated place-making and infrastructure planning.
- Build strong working relationships with funders, investors, developers, Registered Providers and government partners.
- Provides technical leadership and assurance on investment modelling approaches across the organisation, ensuring consistency and robustness of methodologies
- Contributes to the development and refinement of regional investment pipeline strategy and prioritisation frameworks
- Operates with significant autonomy in structuring financial and commercial solutions within agreed policy and governance framework

PERSON SPECIFICATION

ESSENTIAL (MUST HAVE)

Qualifications and Knowledge

- Mandatory professional investment qualification: CFA, CISI, CII or equivalent.
- Degree-level education in finance, economics, real estate, planning, development or related numerical field.
- Expert knowledge of investment appraisal, financial modelling, risk analysis and commercial structuring for housing and regeneration.
- Strong understanding of UK housing delivery, development economics, viability assessment and regeneration finance.
- Knowledge of Homes England programmes, national housing policy and public-sector investment frameworks.

Experience

- 5-10 years' experience in investment appraisal, commercial structuring or financial analysis within housing, regeneration, real estate, infrastructure or public-sector investment.
- Proven track record of developing and appraising complex investment propositions, including due diligence and risk modelling.

• Experience blending public and private capital and designing investment structures for development or regeneration schemes. • Experience preparing investment papers, commercial assessments and business cases for senior governance. • Experience working with local authorities, developers, Registered Providers, Homes England or institutional investors. • Experience collaborating across planning, regeneration, transport and infrastructure disciplines.
Skills and Competencies • Advanced financial modelling and analytical capability. • Strong commercial judgement and ability to assess investment risk. • Ability to translate strategic priorities into commercially viable propositions. • Excellent written and verbal communication skills, including explaining complex financial concepts to non-specialists. • Highly organised, proactive and delivery-focused. • Strong partnership working skills and professional credibility at all levels
DESIRABLE
Qualifications and Knowledge • Working knowledge of one or more of the IS8 Sectors relevant to the MCA Growth Strategy
Experience • Prior employment in the public sector either local or central government • Experience of operating at Board level e.g. as a NED
Skills and Competencies • Background in data analytics, Power BI