



# JOB PROFILE

Job Title:	Chief Executive Officer
Company:	Northern Automotive Alliance
Function:	CEO
Start date:	2018

## Background information

Since 2004, the Northern Automotive Alliance (NAA) has been uniting, supporting, representing, and promoting the automotive industry in the North of England, improving the capability and performance of its members and bringing growth and funding to the region. The automotive sector in the North of England represents 25.1% of the total UK automotive industry with a combined turnover of £18bn and employs over 25,000 people. Since 2010, the NAA has been an independent, not-for-profit company providing membership services combined with a project management and delivery function to the automotive community across the North of England. In 2016, the NAA had 85 members and circulation list of 870 companies and supports micro-companies through to the regional global vehicle manufacturers. An exciting opportunity as Chief Executive Officer has now arisen within the NAA, reporting into the Chairman and Board of Directors.

## Main Purpose of Position including overall goals and objectives

The NAA is looking for a dynamic Chief Executive Officer capable of designing, developing and driving forward the NAA 2025 Strategy together with the Board and NAA directors.

Overall responsibilities of the position:

- Promote the Automotive sector in the North West of England, Yorkshire and Humberside as a key player in automotive and advanced manufacturing
- Provide valued services and represent member companies in providing a unified voice for the region, securing opportunities and thereby growing the economy and investment in the Automotive sector in the North of England
- Shape the industry for the future: Develop strong relationships with government departments and ministers, ensuring that the North of England's voice is fully represented in the formation of national automotive strategies and programmes and that national automotive strategies are represented within any Northern Powerhouse strategies.
- Continue the development and growth of NAA as a sustainable organisation amidst a changing political and economic background.

Details:

Provide valued services to NAA members:

- Actively promote and raise awareness of member's and regional capability together with NAA services via lobbying, events, and marketing material within NAA area and nationally

- Spend a significant amount of time with members offering support services to solve strategic & tactical issues that individual companies especially SMEs can't solve alone
- Increase the capability and performance of members through the provision of training courses, business excellence programmes, sharing knowledge, information, and best practice for the benefit of all NAA members
- Advise members on local and national policy impacting their company and the industry

Identify, negotiate and close major commercial opportunities to bring growth to the region, sector and members

- Identify opportunities to bring new business and funding to the region and NAA members and unite these organisations with industry opportunities vital for future sustainability
- Secure appropriate funding streams (regional, national, and European) to support the growth of the sector
- Lead and manage a portfolio of projects ensuring agreed outcomes are delivered to the right quality, time, and budget

Maintain and grow a collaborative network, ensuring proactive partnering among members, private and public sector

- Unite member companies to work collaboratively on opportunities for the region and help move forward a technology innovation agenda based on business excellence
- Maintain and grow relationships with academic and research institutions focused on shaping the industry for the future
- Facilitate networking and act as key interface and conduit between regional and national strategies
- Liaise with other UK and international automotive stakeholders and feedback insights to NAA stakeholders
- Provide insights and inputs to regional inward investment and trade partner activities such as the Department for International Trade and Automotive Investment Organisation

Provide executive management and leadership of the NAA

- Prepare and facilitate and NAA Board meetings together with relevant recommendations and material to allow effective decision making (report progress, outputs, and results)
- Manage NAA team to ensure that overall strategy, business plan (outcomes, financial, legal requirements, procurement requirements) and personal objectives are well defined, measured and delivered
- Build and develop team and organisation needed to deliver the NAA 2025 strategy including performance management, skills development and training
- Decide on and bring in external support from suppliers where required, together with the negotiation of contracts
- Develop the profile and standing of NAA
- NAA Health & Safety policy implementation
- Ensure the financial strength & operating efficiency of NAA
- Ensure day to day running of the NAA



## Skills & Experience

- Demonstrable experience within and affinity to automotive industry
- Strong reputation for establishing strategic relationships and influencing stakeholders at every level within an organisation
- Proven experience in a leadership role
- Track record of delivering tangible results in a complex stakeholder environment
- Knowledge of government processes and policy preferable
- Ability to provide and tailor insights on a broad range of topics to a diverse stakeholder group
- Demonstrable experience in strategic planning, business development, budgeting and financial management and project management
- Self-motivated, flexible and ability to multi task
- Excellent communication and negotiation skills

## Qualifications

University degree qualified.

## Salary & Benefits Package

Competitive salary, pension, healthcare insurance

## Application Process & Deadline

Application deadline 6<sup>th</sup> April March 2018. Assessment late-April onwards with an interview and presentation.