

Job Description

Role:	Associate Director – Infrastructure Finance
Reports to:	Senior Associate Director
Business area:	Director, Infrastructure Finance and Programmes

Job Purpose

To support across a number of infrastructure roles at SFT, working closely with the Senior Associate Directors, colleagues within SFT and Scottish Government portfolio teams as well interacting with stakeholders in the private and wider public sector(s) to establish sustainable and affordable routes to increased infrastructure investment in Scotland.

Utilising commercial experience in structuring infrastructure investments to support the analysis, exploration and modelling of infrastructure projects/programmes, delivery and operation through innovative partnerships between the public, private and third sectors

Location

You will be based at SFT's office in Edinburgh. SFT teams work flexibly, with an expectation that you need to be in the office for meetings as required. Additional travel will be required to attend external meetings.

Dimensions

- Possible direct reports (Manager level)
- No budget responsibility

Principal Accountabilities

Expertise in at least one of the following sectors:

- Housing
- PPP investment models
- Transport decarbonisation - particularly Heavy-Duty Vehicles
- Energy transition infrastructure

Work areas include:

- Understanding the barriers to private investment across a range of public and private infrastructure sectors, bringing market insights and exploring with government how these may be mitigated.
- Developing the understanding of the public sector policy perspective and investigate private sector responses to inform public sector interventions which can promote infrastructure investment.
- Being an effective bridge / broker between the public and private sector to catalyse progress.

- Providing the public sector with improved understanding of new and emerging infrastructure funding and investment models and their applicability to a range of infrastructure sectors.
- Assessing the financial viability of commercial proposals from private and public entities for Scottish infrastructure opportunities,
- Monitor technical regulations/standards relevant to investments routes which bring private investment into public infrastructure including those relating to classification, procurement and interface with budgeting and accounting standards.
- Support the progression of project structuring from early-stage scoping and development through to delivery.
- Senior stakeholder engagement with UK and international governments to understand best practice.

Knowledge & Experience:

- Qualified Chartered Accountant or equivalent relevant experience.
- Extensive experience and a successful track record in the development and delivery of project financed transactions either through public private partnerships such as public private partner partnerships, concession arrangements, joint venture arrangements in the public and private sector.
- Understanding of debt, equity and other financial instruments for investment.
- Experience of dealing successfully with complex contractual issues, stakeholder management and negotiating a solution between organisations.
- Ability to interpret and articulate investment barriers through market insight and demonstrate thought leadership.
- Experience of the commercial underpinning of infrastructure investment models.
- Understanding of the dynamic of the public/private interface.

Skills:

- Ability to summarise complex issues in concise and easily understood language.
- Highly effective written and oral communication skills and strong influencing skills.
- Track record of applying skills and experience to support a range of sectors.
- Self-starter with the ability to manage competing priorities over numerous workstreams.
- Strong interpersonal skills in order to work collaboratively and develop relationships and manage own networks of contacts.

Competencies

- **Drive for Results**

The drive to put energy into achieving results and take action to exceed goals and expectations. This includes being courageous in striving for continuous improvement and taking calculated risks to pursue opportunities to deliver results more effectively and efficiently

- **Working with Others**

The willingness and the ability to work positively and proactively with colleagues and others by creating open and honest working relationships in order to achieve the best possible outcomes.

- **Commercial Focus**

The ability to use sound business practices and commercial principles in all areas of responsibility, to achieve key business drivers.

- **Enabling Change**

The ability to plan to make a specific change or to put into practice a programme of change. It involves developing a strategy to make the change that is needed, taking note of barriers, risks, and the need to put appropriate monitoring and communications systems in place.

- **Impact & Influence**

The ability to convince, persuade or influence others towards a point of view. It is about working collaboratively with others to gain commitment to a course of action, idea, or vision.