

FALKLAND ISLANDS DEVELOPMENT CORPORATION



JOB DESCRIPTION

Job Title:	Managing Director	Reporting to:	Chair of the Board
Salary Scale:	Grade A1 (F6) Commencing £87,886 per annum	Reports from:	Personal Assistant, Deputy Managing Director, Financial Controller, Strategic Projects Manager.

Job Purpose:

As Head of the Development Corporation, provide strategic leadership, professional support and mentoring, direction and operational management of the organisation to support economic development in the Falkland Islands. The MD must ensure that the Corporation delivers on its objectives as set out in Its Ordinance and Business Plan as follows:

FIDC's purposes are-

- (a) to advise on and implement the economic strategies of the Falkland Islands Government; and
- (b) to take what further steps are required to ensure the successful development of businesses and a positive business environment in the Falkland Islands.

Job Facts and Figures:

Commercial Loans approved by FIDC in 2025/26 = c£1m
 FIDC administered approved grants in 2025/26 = c£250k
 Subsidiary: Falkland Islands Meat Company
 Financial:
 Capital Funds £ 4.6m
 Core Budget 2025/26 circa c£1m

Main Accountabilities:

1. Management of the Falkland Islands Development Corporation.
2. Taking account of political, environmental and social factors, design, development and implementation of FIDC's Business plan.
3. In partnership with key stakeholders, deliver a long term programme of activity that supports the objectives of the Island's Rural Development Strategy.
4. Provide leadership to direct reports through; setting agreed objectives and performance indicators, proactive use of the Corporation's appraisal system, mentoring and role modelling.
5. Develop and maintain effective relationships with Government departments, the Chamber of Commerce, the Falkland Islands Tourist Board and other stakeholders in order to develop policies, strategies, and initiatives that support economic development.

6. To develop national and international partnerships to share experience and best practice, develop new markets and exploit opportunities for economic development within the Islands.
7. Advise the Falkland Islands Development Board and Falkland Islands Government on financial, economic and business related issues.
8. Oversee the development coordination and management of business advice, policy and initiatives, covering enterprise awareness, business start-up, business development and growth opportunities.
9. Ensure consistent delivery of FIDC's commercial finance provision to local businesses and maintain the integrity of the existing loan book.
10. To identify, develop and appraise project proposals and monitor and evaluate projects for which the Corporation is responsible.
11. Prepare reports, corporate briefings and policy responses for a broad range of audiences including; Board Members, Members of the Legislative Assembly and Executive Council
12. Performance manage, monitor and report on the outcomes delivered by the Corporation
13. Oversee the management of capital and revenue resources, ensuring they are used efficiently and effectively
14. Enhance and protect the reputation and public profile of FIDC.
15. Sit on the Falkland Islands Meat Company Board as Chair.

Additional Information:

This position calls for the ability to inspire, lead and develop an organisation under the general guidance of a Development Board. This post is broadly equivalent to that of Managing Director of a SME.

Knowledge/Skills/Experience/Qualifications required for the job:

Qualifications and Experience

Essential Criteria:

- Extensive and recent experience of working in senior management role with comparable scope, budget responsibility and resources.
- A proven track record in successfully developing, leading and delivering economic development outcomes.
- Experience of strategic planning.
- Experience of business and financial planning.
- Experience of business case development, design, implementation, project evaluation and review.
- Proven ability in enhancing organisational reputation.
- Experience of working corporately in a complex and political environment
- Experience of performance management at an organisational and individual staff level.
- A degree level qualification relevant to economic or business development.
- Ability to sift large amounts of data, both written and numerical, identify trends and develop informed solutions to address any issues and or respond to opportunities.

Desirable Criteria:

- A Master's degree or equivalent in a relevant subject.
- Experience of working within both the Public and Private sectors.
- Experience of working and been accountable to a Board.
- Evidence of continuing professional development.

Skills and personal attributes

Essential Criteria:

- Management experience of Senior level of at least 4 years.
- Flexible, highly motivated and outcome focused.
- Strong interpersonal skills, ability to acquire confidence and carry credibility.
- The ability to establish effective working relationships with a wide range of stakeholders to develop and deliver shared objectives.
- Excellent communication skills verbal and written.
- Ability to present complex information effectively to large audiences.
- Ability to think laterally and creatively.
- Political awareness and sensitivity.
- Ability to work in a complex political and stakeholder environment.
- Capability to multi-task and prioritise workloads, including resolving conflicting priorities.
- A high degree of personal integrity.

Desirable

- Knowledge of the local and wider economic issues with recognition of key economic challenges and drivers in the Islands and identification of both the strategic and operational role for FIDC in addressing these.