

**LONDON**  
& PARTNERS

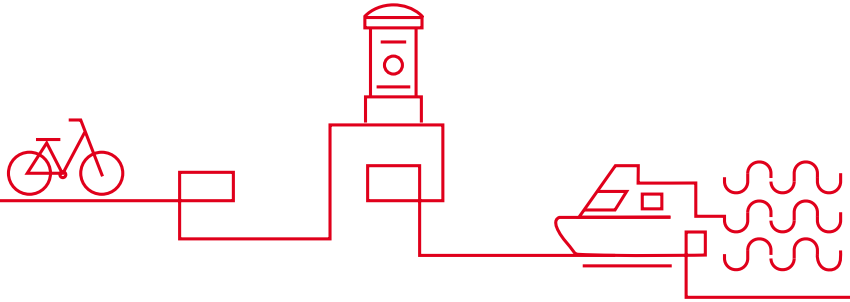
# **Candidate Pack**

2 x Non-Executive Directors



# Welcome

---



## Thank you for your interest in the Non-Executive Director appointments at London & Partners.

London & Partners is the business and destination agency for London – it is our mission to create economic growth that is resilient, sustainable and inclusive. Our work shines a global spotlight on London; we support the Mayor of London’s priorities by promoting London internationally as a leading world city.

We help international businesses set up in London, support small and micro London business to thrive, help London-based businesses expand globally and bring leisure tourism and major events to the city. London & Partners has just been through a significant and exciting period of growth which has included the launches of Grow London (high-growth sectors), Grow London Local (small business support) and Opportunity London (capital investment); and the integration of MedCity (life sciences).

As a result of the increase in breadth and depth of the organisation and several non-executive Directors reaching the end of their terms, the Board has taken the opportunity to reassess the skills and experience required from their Non-Executive Directors. We are now seeking two engaged and committed individuals to join the Board and, in line with our recent growth, we are looking for candidates who can provide experience against one or more of the following sectors:

- **Sponsorships, partnerships and B2B/client relationships** – an individual who can provide expert challenge and support on product development, business development and account management.
- **Small business, entrepreneurship, and inclusion** – an individual with expertise and networks in the small business ecosystem to provide support and challenge on our work that supports small businesses in the everyday economy to thrive.

As a social enterprise, the Non-Executive Directors play a key role in London & Partner’s governance, providing advice to the Executive team but also holding them to account for delivery against their mission, values and legal obligations. You will be ambitious for our growth and impact, bring strategic thinking skills, sound judgement and unimpeachable integrity, with the ability to see the bigger picture and to communicate that to others. We also want to ensure any appointee is committed to promoting diversity, in its broadest possible sense.

If you would like to be at the heart of London’s growth and vitality, and believe you have the skills and qualities we are looking for, we would be very pleased to hear from you.

**Howard Dawber, Chair  
London & Partners**

# About London & Partners



**London & Partners is the business growth and destination agency for London. Its mission is to create economic growth that is resilient, sustainable and inclusive. It is a social enterprise, combining purpose with commercial rigour and as such it is funded by grants, partners and its portfolio of venture businesses.**

The company's work helps to achieve good growth for London and Londoners, and has created over 84,000 jobs and £3.1 billion in economic growth since its foundation in 2011. Its major areas of activity are:

- **High-growth sectors** — supporting international and domestic businesses in high-growth sectors to scale through its investment, trade, growth and innovation programmes.

- **Small Business** — Supporting small business owners to get the support they need to make their households more financially resilient.
- **Visitor Economy** — attracting visitors and events and developing London as a world-class destination.
- **Capital Investment** — Attracting capital for good growth (affordable housing, regeneration and green infrastructure) for London.
- **London Brand** — growing London's global reputation to support economic growth.
- **Partnership and Ventures** — creating partnerships and profit-making ventures to reinvest into its economic growth activity.

London & Partners' commercial income comes from partnerships and other activity tied to its mission-driven work, and a portfolio of more directly commercial activities ranging from

# About London & Partners



e-commerce to managing the Dot London domain business. It has offices in London, USA, Canada, France, Germany, Sweden, China and India.

Take a look at our [business plan and strategy](#).

## What we do

We promote London across the world; attract overseas organisations, events and visitors to the capital; and help retain and grow London companies.

Our key international markets are North America, China, Europe and India.

Find out about our different business areas. We help international businesses set up in London, support small and micro London business to thrive, help London-based

businesses expand globally and bring leisure tourism and major events to the city. Learn more about what London & Partners delivers for London.

## What have we achieved for London?

Since 2011, London & Partners has helped to add £3.4bn to London's economy; supported or created more than 90,000 jobs; and helped more than 2,000 overseas companies to set up or expand in London.

Learn more about [how our impact is measured](#).

To find out more, visit:

<https://www.londonandpartners.com/about-us>

# About the Non-Executive Director appointment



**London & Partners is looking for two engaged and committed individuals to join the Board under the leadership of the Chair, a role appointed by the Mayor of London.**

In appointing Board members, consideration will be given to individual strengths as well as the collective diversity of backgrounds and identities, sectoral and geographical experience and professional skills of the members. It is important that our Board reflects the diversity of the city and audiences we serve.

Responsibilities of the new Non-Executive Director will 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 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' Board has four Committees which play a key role in our governance (Audit & Finance, Commercial, Remuneration and Nominations). There is an expectation that Board members will become a member of at least one Committee.

# Person Specification



**London & Partners has just been through a significant and exciting period of growth which has included the launches of Grow London (high-growth sectors), Grow London Local (small business support) and Opportunity London (capital investment); and the integration of MedCity (life sciences).**

L&P are looking for two new non-Executive Directors who can provide experience against one or more of the following sectors:

- **Sponsorships, partnerships and B2B client relationships** – Partnerships, sponsorships, memberships and paid content are L&P’s most significant commercial income streams. We are seeking a non-Executive Director who can provide expert challenge and support on product development, business development and account management. They would support the executive team to grow these income streams in ways that are aligned with L&P’s mission. As a member of the Commercial sub-committee, they would provide oversight of commercial performance to feed in to L&P’s wider governance. This non-executive Director would have senior leadership experience of B2B relationship-driven sales, as well as expertise in one or more of: brand partnerships; business development/commercial partnerships; media; advertising; commercial events; membership organisations.

- **Small business, entrepreneurship and inclusion** – London & Partners leads support for entrepreneurs in London, with a focus on inclusive growth. Grow London focuses on scaling businesses in the high-growth sectors; whilst Grow London Local supports small businesses in the everyday economy to thrive. Our ambition is to build on our successful track record of delivery to take a more strategic approach to the small business ecosystem, acting as a convenor and standard-setter to improve outcomes and drive inclusion. We are seeking a non-executive Director to support and challenge strategy development in this space, as well as providing oversight of delivery. This non-executive Director would have a deep understanding of the challenges facing entrepreneurs, strong networks in the small business ecosystem and expertise on inclusive growth.

The individual should have experience of operating on a Board and a good understanding of the role of a Non-Executive Director.

Most importantly, the successful candidate will understand and live the seven principles of public life — selflessness, integrity, objectivity, accountability, openness, honesty and leadership.

# Terms of Appointment

---



## Time Commitment

Non-executive Directors are expected to commit eight days per year, including adhoc activities and advice, often by email or in online meetings.

There are four half-day Board meetings each year in May, September, November and February. You will sit on a committee matching your skills, experience or areas of interest, which meets four times a year.

## Location of meetings

A strong preference for in-person attendance. The Committee meeting can be attended virtually as this is usually a shorter meeting.

## Appointment term and remuneration

Appointments will be for a three-year term and this role is unremunerated. By convention, expenses are only paid for representational duties in addition to attendance at Board and Committee meetings.

# How to Apply

---

**We hope you will consider making an application to join our Board as a Non-Executive Director. To make an application, please go to [Starfish link] and click on the apply now button, with the following prepared:**

- Your CV (no more than three sides).
- A supporting statement (no more than two sides) that sets out why you think this role is the right move for you and how you meet the knowledge and experience criteria.

We would also be grateful if you would complete the Equality and Diversity monitoring form on the online application process. This form is for monitoring purposes only and is not treated as part of your application.

**Closing date:** Friday 5th July 2024

**Preliminary interviews:** Throughout July and August 2024

**Final Panel interviews:** w/c Monday 9th September 2024 (tbc)





