

Londra, 23/03/2021

ITA London is currently recruiting for a FDI Specialist (full time)

The Italian Trade Agency (“ITA”) is a governmental entity with diplomatic status which promotes the internationalization of the Italian companies, in line with the strategies of the Ministry of Foreign Affairs and International Cooperation. ITA provides information, support and advice to Italian and foreign companies.

In addition to its headquarters in Rome, ITA operates worldwide through a large network of Trade Agencies Offices linked to Italian embassies and consulates, working closely with local authorities and businesses. ITA provides a wide range of services overseas helping Italian and foreign businesses to connect with each other, as well as attracting Foreign Direct Investments to Italy. Through its Foreign Direct Investment Unit, ITA facilitates the establishment and the development of foreign companies in Italy:

- promoting business opportunities;
- helping foreign investors to establish or expand their operations;
- supporting investors throughout the investment life cycle;
- offering high-level tutoring services for existing strategic investments.

Job description:

- **1-year contract**, with the opportunity to renew
- Italian speaking preferred understanding of Italian business
- **Salary:** £95,000 gross with £35,000 bonus per year.

Role details

The purpose of the role is to support UK direct investment in Italy, as well as to strengthen awareness of Italian business and the regulatory environment, and to support foreign-owned companies intending to relocate production and services on the continent due to Brexit.

We are seeking a Foreign Direct Investment (FDI) Specialist to work in the London office.

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Key responsibilities will include leads generation and engagement with established companies interested in greenfield, brownfield/expansion in Italy of already existing investments, mergers & acquisitions and a methodical approach to lead generation and the development and maintenance of relationships. The successful candidate will also be responsible for Sales Support – investor management and progression, assisting in marketing campaigns, including Executive Team promotional and business development trips to Italy and the production of MI. The role also requires working closely with the office in London, the Rome

Headquarters and also with local authorities and businesses. The FDI Specialist is responsible for the local implementation of marketing plans, including supporting Partner Events, PR, use of social media etc

Experience Required

The successful candidate will have a relevant degree or equivalent professional qualification, as well as a solid background in investment banking, management consulting or will come from an investment promotion agency, with a strong network in different sectors. Proven experience in leads generation and deep knowledge of the industrial framework of Italy is key.

Outstanding communication skills are required, with proficiency in Italian a plus. An in-depth understanding of global FDIs, as well as the UK economic and financial framework is essential.



ITALIAN TRADE AGENCY

Job Location:

Sackville House, 40 Piccadilly London W1J 0DR

Hours of Work:

Monday to Friday office hours (currently from 9am to 5pm).

The closing date for applications is Friday 23th of April 2021.

Ferdinando Pastore

ITA London Director

A handwritten signature in black ink, appearing to read 'F. Pastore', is written over a horizontal line.