

Chicago Office

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Closing Date: 26/05/2026

JOB OPENING: TEMPORARY POSITION FOREIGN DIRECT INVESTMENT ANALYST

The Italian Trade Agency

The *Italian Trade Agency* ("ITA") is the Italian governmental body responsible for promoting the internationalization of Italian companies, in alignment with the strategic directives of the Italian Ministry of Foreign Affairs and International Cooperation.

ITA also serves as Italy's *Investment Promotion Organization* (IPO), identifying potential foreign investors and promoting investment opportunities to Italy.

In addition to its Headquarters in Rome, ITA operates globally through an extensive network of offices, working in close coordination with Italian Embassies, local authorities, and business communities.

More information on the Italian Trade Agency is available at <https://www.ice.it/en/>

Job description

- Title: FDI Analyst
- Position: Temporary – Full time
- Duration: 12 (twelve) months

The role is designed to enhance awareness of investment opportunities and Italian regulatory environment, and to support U.S.-owned companies in establishing or expanding their operations in Italy. It requires close coordination with ITA's Italy-based Foreign Investment Department and relevant Italian stakeholders, while reporting to the Trade Commissioner in Chicago.

There will be no tacit renewal and no automatic transition to permanent employment at the end of the 12-month term. Should more funding for the project be later approved, an



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extension - up to a maximum of 12 additional months - may be considered, upon evaluation of the candidate's performance.

Main Tasks

- **Market intelligence: Market analysis and Database development**
 - Conduct screening of potential U.S. investors and enter qualified company contacts into ITA's CRM/database.
 - Create, maintain and update ITA's database, including company name and address, sector, website, contact person, email/phone, company size, origin of contact, and summary of discussions.
 - Build and strengthen relationships with local authorities, organizations, entrepreneurs, corporate officers, professionals, business multiplier and other influential stakeholders capable of generating prospects and leads.
- **Lead Generation and Scouting of potential Investors**
 - Identify target companies in focus sectors through research, networking, and participation in promotional events, conferences, workshops and meetings.
 - Organize and conduct one-to-one meetings (in person, video conference, or by phone) with reputable and reliable potential investors.
 - Prioritize outreach to large industrial groups and business service companies evaluating foreign direct investment opportunities.
- **Promotion, Marketing, and Events**
 - Stay informed on Italian policies, incentives, and programs aimed at attracting foreign investors.
 - Promote Italy's competitive advantages, regulatory framework, and investment opportunities to U.S.- based companies.
 - Identify companies demonstrating concrete and verified interest (engagement) in investment projects in Italy, prepare detailed company profiles, and facilitate operational follow-up with relevant regional authorities.
 - Represent Italy and promote it as an investment destination, including developing and implementing annual promotional plans and participating in Italian events.
 - Organize/participate in investment-focused events dedicated to FDI attraction.
- **Support to Existing Investors**
 - Ensure follow-up and after-care activities for potential investors.
 - Maintain continuity in investor relationships and support companies throughout the various stages of the investment lifecycle.
- **Support to ITA Offices**
 - Respond to Italian investment proposals addressed to ITA Chicago.
 - Provide specialized support in advanced advisory activities.
 - Coordinate with ITA's Foreign Direct Investment Office in Italy and relevant institutional partners, providing regular updates and reports on activities, opportunities, and market developments.
 - Monitor investors' activities in Italy and support them with qualified information on Italy's business environment and incentives, in coordination with ITA's HQ.



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Priority Focus sectors: Advanced Manufacturing, Robotics and Automation, Industrial Machinery and Mechatronics, Logistics and Infrastructures, Automotive, Food Industry and Agri tech, Real Estate.

Secondary Focus Sectors: Chemical Industry, Circular Economy, Design and Furniture, Fashion, Greentech, Information and Communication technology, Aerospace, Microelectronics and Semiconductors, Life Science.

Mandatory Requirements and Qualifications

- Bachelor's Degree (BA / BS)
- US citizenship or green card holder - ITA does not sponsor work visas
- Fiscal Residence in the USA
- Fluent in English (spoken and written)
- Proficient in Italian (spoken and written)
- Proficiency in Microsoft Office (PowerPoint, Word, Excel)
- Professional understanding of social media platforms (Instagram, LinkedIn, Twitter) and on-line marketplaces
- Knowledge of major specialized databases
- Knowledge of the U.S. and Italian economic and industrial landscape
- Knowledge of Italian Institutions, their dynamics and operating environment
- Excellent interpersonal and communication skills; meticulous work ethic and attention to details; proactive, result-oriented approach; multitasking abilities; ability to work effectively in a team
- Project-management skills, including budget planning and oversight
- Availability to travel within the USA and internationally

Preferential Requirements

- Master's Degree and / or PhD/Doctorate
- Previous work experience with Italian entities and/or U.S.-based companies
- Previous work experience within a governmental Institution
- Previous experience in strategic and operational activities supporting foreign investment attraction, in either the private or public sector
- Background in investment banking, management consulting, investment promotion, or a related field.

Work location and hours

Italian Trade Agency: 401 North Michigan Ave, Suite 1720, Chicago, IL 60611

Full-time: 40 hours per week





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Salary and Compensation

Yearly compensation will range from \$65,000.00 to \$75,000.00, gross of taxes and any other dues. ITA may, at its sole discretion, award a one-time bonus of up to \$30,000.00 subject to the achievement of performance targets specified in the contract.

Due to the fiscal status of the Italian Trade Agency in the USA, the candidate will be solely and fully responsible for all taxes and all related fiscal obligations required under US federal and state law.

Health insurance coverage is not provided

Instructions for candidature submission

1. Fill out the [application form](#)
2. Submit the following documents to: chicago@ice.it, Attn. Trade Commissioner Ms. Paola De Faveri, subject line "Foreign Direct Investment Analyst":
 - Cover letter + Resume
 - Copy of US passport or green card
 - Copy of Degree certificate
 - Substitutive declaration of possession of requirements ("Dichiarazione possesso requisiti"), duly filled in and signed
 - Privacy Notice for job applicants, duly filled in and signed
 - Any pertinent documentation on qualification requirements.

Please note that candidates lacking mandatory requirements and qualifications may not be considered.

Deadline: 26 May 2026, at 12:00 pm – CT

No application arriving beyond this deadline will be accepted.

Selection procedure

ITA will acknowledge receipt of all applications; however, only candidates who meet the mandatory requirements listed above will be invited to proceed in the selection process and will receive an e-mail invitation.

The selection will take place in **June 2026**, in person at ITA Chicago's Office (401 N. Michigan Ave, Suite 1720). It will be conducted by a Commission of three members appointed by the Trade Commissioner, selected among the permanent staff of the Office and other Italian public institutions.

The candidate's skills will be assessed through an interview conducted in both English and Italian, focused on relevant knowledge and competencies, motivation, organizational abilities, and communication skills.

Candidates must demonstrate excellent interpersonal and communication skills, a meticulous work ethic and attention to details, a proactive result-oriented approach, strong project management and multitasking abilities, and the capacity to work effectively in a team.

The following criteria will be applied to assess the oral examination:

- **Severely Insufficient:** The examination reveals multiple and serious deficiencies or a clearly inadequate knowledge of the subjects covered in the interview, with evident and repeated substantive errors in the candidate's discussion and/or unclear, confused, superficial, and ineffective communication, including inability to argue in a concise and persuasive manner. The candidate shows difficulty in public speaking, demonstrating an overall lack of academic and cultural preparation and maturity.
- **Insufficient:** The examination reveals several and sometimes serious gaps and/or a superficial, limited, and overall inadequate understanding of the subjects covered. This includes various substantial errors during the discussion, and a presentation that lacks clarity, coherence, persuasiveness or effectiveness, particularly in the ability to speak publicly or present critical reasoning. The oral exam is deemed insufficient in terms of academic and cultural preparation and maturity.
- **Sufficient:** The examination demonstrates an overall adequate understanding of the subjects covered in the interview, or, while revealing gaps in certain areas, these are compensated by stronger knowledge in others or by an overall capacity for critical thinking. The candidate is therefore considered by the Committee to possess sufficient preparation, maturity, and aptitude to carry out the activities required.
- **Fair:** The examination demonstrates a good understanding of the subjects covered, with appropriate depth in the topics discussed and an evident ability for balanced and critical reasoning, as well as effective public speaking. The Committee therefore finds the candidate to have good preparation, maturity, and aptitude.
- **Good:** The examination shows a solid and well-structured knowledge of the subjects covered, with clear and accurate articulation of the topics, supported by appropriate insights and relevant examples. The candidate demonstrates a strong capacity for critical thinking, coherence in argumentation, and an effective and confident communication style, particularly in public speaking. Overall, the performance reflects a well-rounded academic and cultural preparation, as well as maturity and a clear aptitude for carrying out the responsibilities of the position.
- **Excellent:** The examination demonstrates an exceptional and comprehensive command of the subjects discussed, with the candidate displaying depth of analysis, original insight, and a high degree of clarity and precision in presenting complex topics. The reasoning is logically structured, persuasive and engaging, with outstanding public speaking skills and the ability to communicate effectively, even under pressure. The candidate shows remarkable critical thinking, cultural and academic preparation, and a high level of maturity and professional aptitude, clearly indicating strong potential for the role.

The Committee's evaluations will be expressed in a numerical score out of 100 points:



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- **Technical knowledge – max 60/100**

Below 30: Severely insufficient

30 to 35.9: Insufficient

36 to 41.9: Sufficient

42 to 47.9: Fair

48 to 53.9: Good

54 to 60: Excellent

- **Attitudinal interview – max 40/100**

Below 20: Severely insufficient

20 to 23.9: Insufficient

24 to 27.9: Sufficient

28 to 31.9: Fair

32 to 35.9: Good

36 to 40: Excellent

The ranking will be determined based on the average scores obtained in the technical and attitudinal assessments, it will be published on [ITA Chicago's website](#) and will remain valid for 24 months from the date of its approval.

The position will be offered to the eligible candidate with the highest score, unless the candidate withdraws, resigns, or is later found not to meet the eligibility requirements. In such cases, the position will be offered to the next eligible applicant according to the ranking.

Please note that the recruitment will become effective only upon receipt of a no-objection statement from the Embassy of Italy in the USA (processing time 45 to 90 days). The contract will then be countersigned by the Head of Mission.

Please also note that this selection process may be suspended or cancelled at any time and for any reason by ITA Chicago, at its sole discretion, without creating any obligation or expectation on the part of eligible candidates.

As an entity that forms part of the Italian public sector, ITA must apply the principles of loyalty, fairness and transparency in any dealing with its partners, customers and suppliers ("Code of Conduct"). A copy of ITA Code of Conduct is available at the following link:
<https://www.ice.it/en/sites/default/files/inline-files/code-of-conduct.pdf>

ITA does not discriminate on the grounds of age, sex, sexual orientation, marital status, disability, color, race, religion or country of origin in the application of its employment policies, including but not limited to recruitment, training and promotion.

Provided that every requirement of education, skill, technical qualifications and experience are met, the criterion for selection will be the ability to perform the job under the specified conditions of service. All personnel will be given equal opportunity, based on performance and competencies.

Paola De Faveri
Italian Trade Commissioner