

Chicago Office

JOB OPENING

SENIOR MARKET ANALYST – PROJECT “MACHINES ITALIA”

The Italian Trade Agency

The Italian Trade Agency (“ITA”) is the governmental entity which promotes the internationalization of Italian companies, in line with the strategies of the Ministry for Foreign Affairs and International Cooperation. ITA provides a wide range of services to connect Italian and foreign businesses with each other, and to attract Foreign Investments to Italy.

With headquarters in Rome, ITA operates worldwide through a large network of Trade Agencies Offices working closely with the Italian Embassies and Consulates, and local authorities and businesses. ITA Office in Chicago specializes in all sectors related to Machinery & Technology (Advanced Manufacturing Technology, Automotive, Robotics, Food Processing Equipment, Leatherworking and Shoemaking Equipment, Metalworking Machine Tools, Packaging Equipment, Papermaking Equipment, Plastics and Rubber Manufacturing Equipment, Printing & Graphic Arts Machinery, Marble and Ceramic Machinery, etc.).

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

Job description

ITA Office in Chicago is seeking a full time Senior Market Analyst who will oversee all activities related to “Machines Italia”, a promotional project aimed at strengthening the image of the Made in Italy technology, with the goal to bring a greater number of Italian companies to the US market, making accessible the wealth of advanced solutions that Italian technology can offer, and furthermore conveying Italy's image as a country of innovation, modernity, sustainability, and cutting-edge technological solutions.

The ideal candidate will have the following tasks:

- Organization of promotional activities, such as trade shows exhibitions, conferences, business trips, advertising campaigns, seminars, workshops, meetings
- Market analysis, research projects, data collection and processing, reports and presentations
- Identification of potential US business partners (importers, agents, suppliers, etc.) for Italian companies and database updating
- Developing relations with local Authorities and Organizations, local entrepreneurs and professionals

- Assistance to Italian companies willing to establish and/or strengthen their business ties with US companies and vice-versa
- Drafting of contents for media relations and PR Agency
- Update of ITA website on a regular basis, with news and information, and all related social media communication
- Project Management, including budget planning and supervision, administrative activities and accounting reporting.

Mandatory Requirements

- Bachelor's Degree and /or MBA in International Studies, with specialization in International Marketing, Business Administration, Communication
- US citizenship or green card holder - **ITA does not sponsor a working visa**
- Fiscal Residence in the USA
- Fluency in English and Italian (spoken and written)
- Proficiency in Microsoft Office (PowerPoint, Word, Excel), and a professional understanding of social media (Instagram, LinkedIn, Twitter) and marketplaces
- A minimum of 10 years of working experience in a similar position, in sectors related to Machinery & Technology
- Availability to travel in the USA and internationally, when required.

Candidates lacking one of the above-mentioned requirements will not be considered.

Preferential Requirement

- A minimum of 5 years of similar working experience in an Italian Institution

Duration

The duration will be 12 (twelve) months (January to December 2026).

There will be no tacit renewal and no automatic permanent recruitment after the 12 months expire. If additional budget for this project is later approved, an extension of this duration could be considered, through a new contract and up to a maximum of 12 additional months, upon the performance achieved by the candidate.

Work location and hours

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

Full-time: 40 hours per week

Salary and Compensation

Yearly compensation will be between \$75,000.00 and \$95,000.00 gross of taxes and any other dues. The yearly bonus is based on performance.

Due to the fiscal status of Italian Trade Agency in the USA, the candidate shall be solely and fully responsible for taxes and all related fiscal requirements requested by US laws, both at federal level and state level.

Health insurance coverage will not be offered.

Application Process

Interested candidates must:

1. Fill out the online application [form](#)
2. Submit the following documents to: **chicago@ice.it**, Attn. Trade Commissioner Ms. Paola De Faveri, **subject line “Senior Market Analyst – Machines Italia”**:
 - Resume
 - Copy of US passport or green card
 - 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 other document useful to assess previous experience or qualifications

Deadline: December 12, 2025, at 12:00 pm – CT

No application arriving beyond this deadline will be accepted.

Selection procedure

ITA will acknowledge receipt of all applications, but only candidates who meet the above-listed mandatory requirements will be invited to move forward in the selection process.

The selection process involves the following skill testing, which will be held within the following 15 (fifteen) days.

1. **Written test** in English and in Italian, aimed at assessing relevant knowledge, language included (up to 40 points). The candidates must score at least 35 points to be admitted to the Practical test and to the interview.
2. **Interview**, in English and in Italian, focused on relevant knowledge, motivation, and evaluation of organizational and communication skills (up to 60 points).

The candidate will have to demonstrate excellent interpersonal and communication skills, meticulous work ethic and attention to details, proactive result-oriented approach, project management and multitasking, and ability to work in a team.

The selection will take place in person at the ITA Agency’s Office (401 N. Michigan Ave, Suite 1720, Chicago), and it will be conducted by an appointed Commission of 3 (three) members, selected within the office.

After testing, each candidate will be ranked on **a 100 points scale**.

Only candidates who scored at least 70 points will become eligible and shortlisted.

The list will be published on [ITA Chicago's website](#).

The position will be offered to the eligible candidate with the highest score unless he/she intends to withdraw, resign, or ITA finds later that he/she lacks the eligibility requirements: in such a case, the position will be offered to the next ranked eligible applicant, according to a ranking that will remain valid for 24 months.

The recruitment is subject to a no-objection statement from the Italian Embassy in US. After final selection of candidates, the contract will be awarded and become effective only upon receiving such official statement.

This selection could be suspended and/or cancelled at any moment and for any reason or no reason by ITA at its sole discretion, without creating by obligation and/or expectation or reliance on the part of eligible candidates.

Please note that as an entity that forms part of the Italian public sector, ITA must apply the principles of loyalty, fairness and transparency in any transaction it may enter and, in any dealing, with its partners, customers and suppliers ("Code of Conduct"). A copy of ITA Code of Conduct is available on the website 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.

Chicago, December 3, 2025

Trade Commissioner
Paola De Faveri