

## JOB ANNOUNCEMENT

### FOREIGN DIRECT INVESTMENT SPECIALIST FOR FDI DESK – SAN FRANCISCO

#### The Italian Trade Agency in New York

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 for Economic Development. 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.

#### Job description

The Italian Trade Promotion Agency (ITA) is currently seeking a Foreign Direct Investment Specialist for the FDI Desk operating in the San Francisco, hosted by the Consulate General of Italy.

The purpose of the role will be to support US direct investment in Italy, as well as to strengthen awareness of Italian business and regulatory environment.

The ideal candidate will have a consolidated background in the corporate hi-tech environment, and/or in the investment and finance sector, preferably with a consistent professional experience both in the US and in Italy. He will also have deep understanding of global FDIs, as well as of the US economic and industrial framework.

#### Responsibilities

- Managing the full cycle of the investment attraction: from potential lead screening, through initial qualification and connection;
- Enhancing and developing a full range of relations with local entrepreneurs, top corporate officers, highly qualified professionals specialized in FDI strategies, and any other influential people able to generate prospects and leads;
- Working closely with ITA Office in New York, ITA FDI Office in Rome headquarters, other ITA offices and Italian diplomatic network in the USA, and also with local authorities and businesses in order to identify potential investment opportunities and investors in the following investment sectors: greenfield, brownfield/expansion in Italy of already existing investments, mergers & acquisitions;
- Communicate the mission and vision of the ITA Agency to local investors;
- Cultivating constant updates on Italian policies, procedures and programs addressed to foreign investors.
- Supporting potential investors with qualified information and assisting them, in coordination with ITA FDI Offices in Rome Headquarters
- Monitoring investors’ activities in Italy and keeping relations with investors.

## **Mandatory requirements**

- **Bachelor's Degree** and/or MBA or PhD in Economics and/or Finance;
- **US passport** or **green card** holder;
- At least **10 years of experience** in the **corporate hi-tech** sector and/or **finance**;
- At least **3 qualified references** from prior employers;
- Proficiency in both **English** and **Italian** languages.

**Candidates lacking the above requirements will not be considered for the selection.**

## **Preferential requirements**

- Deep knowledge of the industrial framework of Italy;
- A relevant experience in a similar role (FDI promotion) in the private or public sector with a strong network in different industries sectors;
- Perfect knowledge of the main specialized databases for FDI professionals;
- Outstanding communication skills, meticulous work ethic with attention to detail.

The candidate may be required to travel internationally if necessary.

## **Instructions for candidature submission**

1. **Send your CV ONLY BY EMAIL** to: [f.gueli@ice.it](mailto:f.gueli@ice.it) Attn. of: Ferdinando Gueli
2. **Fill in the online application form**

**Deadline: November 23<sup>rd</sup>, 2018 at 11:30 pm (PST).**

**ONLY those candidates fully meeting the above-listed mandatory requirements will be contacted within the end of November 2018 for arranging an interview and a practical test. References shall be mentioned in the CV with full contacts. The selection will be held at Consulate General of Italy in San Francisco.**

## **ITA does not sponsor ANY working visa!**

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.

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

## **IMPORTANT NOTICE**

**This selection could be suspended and/or cancelled at any moment and for any reason by the Italian Trade Agency in New York at its full discretion, without generating any moral or legal commitment towards the candidates, including those fully meeting the job requirements.**

Best regards,

Maurizio Forte  
Italian Trade Commissioner  
(Signed in original)