



ITALIAN TRADE AGENCY

Sydney Office

Date Published: 08/09/2020

Closing Date: 22/09/2020

NOTICE OF RECRUITMENT: TEMPORARY POSITION ITALIAN TRADE AGENCY – SYDNEY OFFICE

The Italian Trade Agency (“ITA”) is the Italian governmental entity that promotes the internationalization of Italian companies, in line with the strategies of the Italian Ministry for Foreign Affairs and International Cooperation.

ITA also acts as IPO – *Investment Promotion Organization*, scouting potential investors and promoting investment opportunities in Italy.

In addition to its Headquarters in Rome, ITA operates worldwide through a large network of offices, working closely with Italian Embassies and local authorities and businesses.

Job description

- Title: FDI Analyst
- Position: Temporary – Full time
- Duration: 6 (six) months.
*There will be no tacit renewal and no automatic recruitment after the 6 months expire.
If additional budget for this project is later approved, an extension of the duration will be considered.*

The role will aim at strengthening awareness of investment opportunities and regulatory environment in Italy, and it will require to work closely with ITA’s Italy-based Foreign Investment Department, while reporting to the Trade Commissioner in Sydney.

Main Tasks

- Market intelligence: Market analysis and Database development
- Lead Generation and Scouting of potential Investors
- Promotion, Marketing of opportunities and events in Italy
- Support to existing Investors

Focus sectors: Infrastructures, Energy, Manufacturing, Real Estate, ICT, Life Sciences.



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Description of Tasks

- Develop and constantly update ITA's database (internal platform)
- Stay up-to-date on Italian policies and programs addressed to foreign investors
- Identify target companies in priority sectors through research, networking, attendance to promotional events, conferences, trade shows, workshops and meetings
- Actively represent Italy and promote it as a location for investments: that also involves developing and implementing annual promotional plans and the participations to Italian events
- Develop relations with local Authorities and Organizations to identify potential investors
- Develop relations with local entrepreneurs, corporate officers, professionals, business multiplier and any other influential people able to generate prospects and leads
- Monitor investors' activities in Italy and support them with qualified information on Italy's business environment and incentives, in coordination with the FDI Department in Italy.

Minimum Requirements

- University Degree in Economics
- Australian citizenship/permanent VISA - **ITA does not sponsor ANY working visa**
- Minimum one-year previous experience in FDI
- Minimum seven-year experience in the private or public sector in Australia, with a strong network in different industries
- A deep understanding of the Australian and Italian economic and industrial framework
- Knowledge of Italian Institutions and related dynamics and environment
- Proficiency in English and Italian, both oral and written
- Strong computer skills (Microsoft applications) and knowledge of the main specialized database
- Availability to travel in Australia and internationally when required.

The candidate must have a consistent professional experience in Australia, a deep understanding of global FDIs, as well as of the Australian and Italian economic and industrial framework, a knowledge of Italian Institutions and related dynamics.

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

Preferential Requirements

- Previous work experience with Italian entities and/or companies based in Australia
- Previous experience in a Government Institution

Instructions for candidature submission

Candidates who meet the qualifications and minimum requirements must submit to **fdi.sydney@ice.it** - attn. Paola De Faveri, the following:

- Cover letter + CV/resume
- Copy of a valid ID



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- Certificate of residency/declaration of citizenship
- Copy of Degree
- Pertinent documentation on qualification requirements.

Please note that candidates lacking listed qualifications and minimum requirements will not be considered.

The deadline to submit the application is: 22/09/2020

Selection Procedure

Candidates who meet the minimum requirements will be asked to participate to written and oral tests, to assess communication skills and ability to performed the described tasks. Details and dates will be provided to suitable candidates.

The recruitment is subject to the provision of the “National Police Certificate”, stating the absence of criminal convictions or pending proceedings in Australia.

The recruitment is also subject to a no-objection statement issued by the Embassy of Italy in Canberra: the recruitment will become effective only upon receiving it.

Please note that ITA does not discriminate on the grounds of age, sex, sexual orientation, marital status, disability, colour, race, religion or country of origin. All candidates will be given equal opportunity, based on qualifications and competencies.

ITA applies the principles of loyalty, fairness and transparency in any transaction it may enter into and in any dealing, with its partners, customers and suppliers (“Code of Conduct”). A copy of ITA Code of Conduct is available at www.ice.it “Amministrazione Trasparente” (Transparent Administration) – “Disposizioni generali” (General provisions) – “Atti generali” (Acts of general application) - “Code of Conduct”.

Best Regards,

Paola De Faveri
Italian Trade Commissioner
(Signed in original)