

**November 2th, 2020**

Prot. n. 0116926/20

**JOB OPENING  
FOREIGN DIRECT INVESTMENT SPECIALIST  
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 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.

**Job description**

The Italian Trade Promotion Agency (ITA) is currently seeking a Foreign Direct Investment Specialist for the FDI Desk operating in San Francisco.

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, with a specific focus on tech, fintech, life sciences, ICT and other relevant industries thriving in the Silicon Valley / San Francisco Bay area and/or in the investment and finance sector, preferably with a consistent professional experience both in the USA and in Italy. She/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 under the supervision of the Head of FDI, startup and Information Division and the Trade Commissioner, ITA FDI Office in Rome headquarters, 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;

- Supporting the ITA FDI division in providing services to Italian companies related to the investor research and similar activities according to ITA's catalogue of services;
- Periodically report to the ITA Office in New York on the lead generation and prospect outreach activity
- 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.

## Requirements

- Bachelor's Degree and/or MBA or PhD in Economics and/or Finance;
- Permanent residency and right to work in USA (US passport or Green Card holder);
- At least 10 years of experience in the corporate hi-tech sector and/or finance and investment banking sector and/or executive consultancy industry
- Deep knowledge of the industrial framework of Italy;
- Outstanding communication skills, meticulous work ethic with attention to detail;
- Proficiency in English
- Proficiency in Italian will be a plus.

Candidates lacking these requirements will not be considered. The candidate may be required to travel internationally if necessary.

## Salary and Compensation

Compensation will be \$171.360,00 yearly. Any other position in Italian public entities is incompatible with this position. Due to the fiscal status of Italian Trade Agency in the US, 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. A Bonus Fee up to a maximum of \$ 60,000 will be awarded at sole discretion of the Italian Trade Agency and based upon specific key performance goals set in the agreement.

## How to apply:

1. Send your **CV ONLY BY EMAIL** to: [v.soldani@ice.it](mailto:v.soldani@ice.it) Attn. Valerio Soldani  
**Head of Division – FDI, Startups, Information**
2. Fill in the online application form at the following link  
<https://forms.gle/UDk3D7P4dVMrAsye6>

**Deadline: November 27<sup>th</sup>, 2020 at 5:00 pm (EST)**

**ONLY those candidates who will be fully meeting the above-listed requirements will be contacted for an interview and a practical test to be held in November or December 2020.**

**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,  
Antonino Laspina  
Trade Commissioner  
ITA New York