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Position Title	Investment Promotion Specialists (Jobsplus Permit 547/2021)
Location	Malta Enterprise, Pieta
Team	Investment Promotion Team
Reporting Relationship	The postholder will report directly to the Head of Investment Promotion

Overall Purpose of Position

As part of Malta Enterprise's efforts in attracting foreign direct investment, the Investment Promotion Specialist will be responsible for:

- Providing strategic and industry expertise and advice with regards to emerging sectors and businesses opportunities
- Supporting the increase in the level of foreign direct investment from target countries and sectors by introducing interested investors to Malta Enterprise and arrange site visits to Malta
- Delivering initiatives that actively promote Malta's competitive advantages as the preferred location for commercial and industrial investment
- Negotiating and concluding Foreign Direct Investment (FDI) projects
- Working with the Investment Promotion Strategy and Research team to micro target potential foreign investors with a view to attract them to set-up operations in Malta
- Working with the Economic Intelligence team by providing input on developing unique selling propositions (USPs) to attract potential foreign companies to set up in Malta
- Liaising with government ministries and other stakeholders to develop a niche industry planned to be targeted
- Developing a network of current and potential contacts that would facilitate introduction to potential foreign investors
- Supporting overseas offices in the business development aspect and provide the support required with client applications



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- Working with the Incentives team to discuss eligibility, schemes and requirements for projects being considered
- Contributing client-centric and commercial acumen to the Project Evaluation team
- Following-up with investors to facilitate their investment while working with the Project Implementation team to identify and resolve any outstanding challenges to ensure that the approved FDI projects invest and start operations in Malta at the earliest
- Following attentively developments of FDIs in Malta, and keep abreast of national and international developments, including political and social developments as well as market developments
- Travelling and participate in meetings and events as may be necessary
- Working closely with the Project Implementation and Relationship Management teams as necessary to ensure a seamless transition between the Client and different teams within Malta Enterprise, at all stages.

Work Aptitudes

Minimum Required:

- Outgoing & Expressive
- Logical and Mathematical
- Comprehensive & Entrepreneurial

Core Traits

Minimum Required:

- Decisive
- Self-motivated
- Relationship Management

Values

Integrity

Be truthful, honest and accountable. Carry out tasks in a professional, ethical, transparent and responsible manner

Creativity

Continuously innovate working practices

Customer-Centricity

Put clients at the center of our business. Committed to our Client's success



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Minimum Requirements

- Verbal and written proficiency (Level C) in English; and
- MQF L7 in a relevant subject and one-year relevant technical experience; or
- MQF L6 in a relevant subject and two (2) years' relevant technical experience

Together with a sound knowledge of

- the Maltese business environment; and
- one (1) or more S&T areas; and
- investment promotion practices and methodologies; and
- applicable laws and regulations relevant to local and foreign investment.

For the purpose of this post, relevant subject and relevant experience are defined as follows:

- A relevant subject shall mean a specialised qualification (approved by MQRIC) in a particular sector/area related to science and technology.
- Relevant work experience shall entail that the applicant has proven technical experience in the private industry within a S&T sector.

Preference will be given to candidates that possess the below:

- relevant technical experience in the Lifesciences sector, preferably pharma, or in ICT with an aptitude towards upcoming technologies such as AI or IoT; and
- relevant experience in promoting Malta for investment purposes; and
- business acumen; and
- at least two (2) other foreign languages; or
- a strong network of foreign professional/business contacts.