



Position Title	Investment Promotion Research & Strategy Analyst
Main Location	Malta Enterprise
Team	IPRS
Reporting Relationship	The post holder will report to the Team Leader
Salary Scale	C2

As part of Malta Enterprise’s efforts in attracting foreign direct investment, the Investment Promotion Research & Strategy Coordinator will be responsible for:

- Continuous horizon scanning to identify global situations which could be utilised to Malta’s advantage
- Collaborating with the Economic Intelligence team to research, gather data and analyse trends in the relevant sectors at both a local and international level
- Providing economic input on the analysis of data on FDI inflows carried out by the other members of the IPRS team
- Participating in brainstorming sessions and consultations with relevant external stakeholders as part of the methodology in the transformation process from analysis of trends/FDI inflows into identification of sectors/sub sectors
- Carrying out analysis of business activities within sub-sectors in order to establish the relevance of factors that determine their decision process to invest in a foreign country
- Working together with the other members of the IPRS team to carry out sectorial / country SWOT analysis
- Supporting the Investment Promotion and Business Development teams in facilitating the development of opportunities as required
- Working together with the other members of the IPRS team in carrying out country benchmarking analysis
- Preparing necessary lead information for effective Investment Promotion
- Collaborating with the Investment Promotion team in developing and implementing value propositions for dealing with leads generated by the Investment Promotion team
- Attending relevant events as part of the research process within the methodology of trends identification, target prioritisation and lead generation
- Facilitating and developing a network of cooperation with other stakeholders (local and foreign players including academia, private organisations, research institutes, industry representatives and



- government policy units) on matters related to the sector development
- Work together with the other members of the IPRS team in the continuous development of methodologies in relation to sector prioritisation and lead generation
- Assist in supporting various teams in providing the necessary advice to transform opportunities into strengths
- Assist in collaborating with the incentives design team in ensuring that the incentives administered by the Corporation are aligned with the requirements of the target sectors / sub sectors identified
- Perform any other job-related duties as necessary and assigned
- Work outside office hours where necessary.

Values

Integrity

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

- The greater good over the personal good
- Confidentiality is key at all times
- Ensure the positive reputation of our entities is maintained throughout

Creativity

Develop an open and creative mind-set that lead to innovate working practices.

- Find ways to improve our incentives, systems, processes and communication with stakeholders
- Reduce unnecessary bureaucracy
- Automate internal procedures

Customer-Centricity

Adopting a client centric mind-set whilst being committed to our Client's success. Put clients at the centre of our operation.

- Effective communication is critical to achieve an outstanding quality service in line with industry benchmarks
- Be professional to manage clients' expectations and respond to clients' requests
- All our stakeholders are our clients including but not limited to our colleagues, the government, social and business partners and society

Behavioural Dimensions

The role requires the post holder to:

- Work alone, or with minimum of supervision, to handle large quantities of data for prolonged periods and follow strict policies and procedures to the letter. Success depends on being conscientious, precise and methodical in delivering consistent, high quality work on time without error, and without the need to have lots of face-to-face contact.
- Make sound judgements unaffected by emotion by using shrewd judgement and the ability to interpret complex information and difficult concepts. Success depends on being astute, analytical, logical, vigilant and questioning, and on a willingness to consider a wide range of options carefully before reaching a decision.

Work Aptitudes

- Outgoing and expressive
- Logical and mathematical
- Investigative and analytical

Minimum Requirements

- Verbal and written proficiency (Level C) in English; and
- MQFL 7 in a particular sector/area related to Economics or Finance; or
- MQFL 6 in a particular sector/area related to Economics or Finance + 1-year relevant experience working having a successful track record of working within a results-based, analytical role , or

Preference will be given to candidates having working experience:

- Experience working in a results-based, analytical position within a private company, and/or
- Experience working in a results-based, analytical position within one of the following:
 - The European Commission,
 - The Central Bank of Malta and/or
- Experience working in a similar role involving data analysis in macro and micro economic scenarios