

Job Opportunity



Position Title	FDI Specialist
Main Location	Malta Enterprise, Pietà
Team	FDI Specialist
Reporting Relationship	The post holder will mainly report directly to the Team Leader
Salary Scale	C2

Malta Enterprise is looking for a skilled, dynamic team player to join the FDI team to:

- Provide strategic and industry expertise and advice with regards to emerging sectors and businesses opportunities.
- Support 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.
- Deliver initiatives that actively promote Malta's competitive advantages as the preferred location for commercial and industrial investment.
- Negotiate and conclude Foreign Direct Investment (FDI) projects.
- Work 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.
- Keep abreast with literature, policy developments and emerging ideas/sectors in specific sectors as agreed upon with Chief Officer, FDI Specialist.
- Liaise with government ministries and other stakeholders to develop niche industries, as well as suggest changes to policy where these could result in potential new opportunities and niches within our ecosystems. Develop a network of current and potential contacts that would facilitate introduction to potential foreign investors.

- Work with the Incentives team to discuss eligibility, schemes and requirements for projects being considered.
- Contribute client-centric and commercial acumen to the Project Evaluation team.
- Follow attentively developments of FDIs in Malta, and keep abreast of national and international developments, including political and social developments as well as market developments.
- Be in the know and suggest attendance/participation to any events local and international, which could further our knowledge of the sector and generate potentially good leads.
- Travel and participate in meetings and events as may be necessary.
- Work 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.

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 mindset 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 mindset 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:

- Generate lots of new ideas and demonstrate a high level of original thinking and creativity, as well as looking for new, original and untried ways of doing things. Success depends on taking a radical and imaginative approach to situations and having the freedom to work in an unstructured environment.

- Pro-actively approach and talk enthusiastically to customers and to communicate ideas and information effectively to a wide range of people. Success depends on being able to create positive relationships with strangers and being lively, enthusiastic, upbeat and persuasive.

Work Aptitudes

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

Minimum Requirements

- Verbal and written proficiency (Level C) in English; and
- MQF L7 (Masters) in a business or a scientific area; or
- MQF L6 (Bachelors) in a business or scientific area + 1 year relevant experience working within the industry; or
- MQF L7 in a Business related field + MQF L6 in a scientific area

Disclaimer: This position description describes the general nature and level of work performed in this role. It is not intended to be an exhaustive list of all duties and responsibilities. These are subject to change as needed by management/work exigencies.