

Position Profile

Managing Director, Europe, Middle East & Africa

European Union

The Opportunity

As a member of the IAC leadership team, reporting to the Chief Operating Officer, you'll collaborate with team members within the European, Middle Eastern and African regions and beyond to foster business success for the province. You will ensure that IAC's regional presence operates soundly and effectively coordinates and facilitates across all service delivery models on its human, physical and financial resources. This role will develop strong business networks in the European, Middle Eastern and African markets while managing a team that builds awareness, the sales funnel and provides exceptional client management. This is an important role as you will serve as a representative in advancing and upholding the reputation of the Corporation with key decision makers and policy influencers, acting in accordance with IAC's values and vision.

The ideal candidate must currently reside in market (UK, Europe or Middle East) and have experience in foreign direct investment and the European, Middle East and African business and investment landscape as well as working knowledge of the Albertan value proposition.

You will manage a team of investment attraction advisors to attract businesses and investment to Alberta by developing highly creative outreach strategies that are aligned with the mandate and business plan of IAC.

Primary duties will include:

- Advancing IAC's investment objectives and leading the regional-based investment team towards successful completion of key objectives.
 - Coordinate regional staff in obtaining, preparation and communication of relevant information on evolving political, economic, technological and socio-cultural landscape of the host region and provide comments on events which may be significant in their economic impact.
 - Encourage the participation of Canadian and regional representatives in major events likely to increase general cooperation and partnerships, and foster commercial developments and exchanges between the region and Alberta businesses and agencies.
 - Providing leadership, strategic direction, and coordination in the regional market to IAC's efforts to increase awareness of Alberta as an important investment destination and promote opportunities in priority sectors within the region.
 - Working closely with all IAC team members, partners and stakeholders to create and execute a cohesive investment attraction strategy.
 - Promoting investment to Alberta by:
 - identifying and building relationships with business entities and investors within the region to promote IAC's mandate;
 - Proactively leading a team of experts in connecting and building strong relationships with potential investors in the regional market.
 - Display business acumen by using limited information to make strategic decisions that align with organizational goals and stakeholder expectations.
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- Manage issues with a solution-oriented mindset, helping drive high-value, high-impact investment decisions.
 - Creation and management of departmental budgets.

Team Coordination duties will include:

- Act as a resource to the entire Invest Alberta team.
- Lead, guide, direct and evaluate the work of the regional Investment Services team.
- Provide ongoing coaching, mentorship and training to provide support to direct reports in their development.
- Working collaboratively with all internal staff, and with local representatives in the market.
- Providing the tools needed for staff to successfully perform in their roles.
- Providing support to team members in reaching team and individual objectives provided within the Business Plan.
- Actively building and maintaining an inviting company culture.
- Maintaining a strategic view of organizational mandates while ensuring team accountabilities are met.
- Supporting initiatives and objectives of IAC by working closely and collaboratively with Invest Alberta on:
 - gathering and disseminating information and regional market intelligence on agreed upon priority sectors;
 - building knowledge of trends and opportunities in the local economy, and
 - establishing local contacts and providing introductions to appropriate stakeholders.
- Developing and maintaining collaborative and consultative relationships and networks with senior representatives of Invest Alberta, the private sector and stakeholder organizations with interests in Invest Alberta's mandate.
- Providing support to the team; working to prevent and solve problems which may arise from working relationships among individuals and/or teams.
- Coordinate regional staff and associated resources to host incoming delegations of companies, business associations, municipalities or other economic actors from and to Alberta.
- Provide appropriate levels of in-market follow-up to support the efforts of Alberta companies and other economic actors to develop ongoing business relations or partnerships in the host region.
- Staying current by continuously updating job and industry knowledge - exhibiting a keen desire to self-develop and improve.
- Acting as a brand ambassador and ensure brand reputation is upheld internally and externally.
- Other duties as required.

Qualifications

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- Bachelor's degree in related fields of study
 - Ideally, a minimum of 15 years in client relationship management, professional services, business development, team leadership
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- Strong leadership capabilities
 - Excellent relationship management skills while keeping organizational objectives top of mind
 - Superior written and verbal communication skills
 - Demonstrated creativity and critical thinking abilities
 - Strong negotiation skills
 - Ability to work with technological applications relating to daily tasks
 - Strong detail-orientation and top-level self organization
 - Ability to perform multiple tasks simultaneously
 - Comfortable in managing uncertainty, and working in and defining problems in an ambiguous environment
 - Willingness to work at odd times to support the international nature of the work
 - Possess reliable problem-solving ability

About the Organization

Invest Alberta Corporation (IAC) works directly with investors to attract high-value and high-impact investments to the province. With 11 international offices located in key markets around the world, we bring industry, government partners, and economic organizations together to offer seamless services that make it easy for investment to flow into the province. With a strong entrepreneurial culture, we are taking new and innovative approaches to investment attraction.

The Government of Alberta established Invest Alberta as a Crown corporation to promote Alberta as an investment destination, generate leads and cultivate investor and partner relationships, and provide support services to high-impact and high-value investors.

Our clients come from a wide variety of backgrounds, and so do we. Invest Alberta Corporation is proud to be an equal opportunity workplace. In recruiting for our team, we welcome the unique contributions that you can bring in terms of your education, culture, gender, race, sexual orientation, religious or ethnic backgrounds or physical abilities.

How to Apply

Interested in being a part of a new, dynamic organization that was designed to have a positive impact on Alberta's future? If you are looking for an exciting and unique opportunity, to make a difference, and make connections while earning a competitive salary with comprehensive benefits, apply by email, including a cover letter, resume, and salary expectations to:

hr@investalberta.ca

Closing Date: Open until suitable candidate has been found

Thank you for your interest in IAC.

Only those candidates selected for interviews will be contacted. No phone calls please.

To learn more about IAC & this position please visit: investalberta.ca
