

Position Profile

Junior Investment Attraction Advisor

Germany/DACH

The Opportunity

This is a rare opportunity to join Invest Alberta and represent Alberta's investment interests in Germany, Austria, and Switzerland (DACH region) in a junior-level, entrepreneurial-like role. This includes shaping and implementing business development strategies to attract investments from German/DACH companies. The primary objective of the role is to facilitate and increase foreign direct investment into Alberta. It is suited for an innovative, committed, and passionate professional, looking to thrive and build their career in a unique and dynamic environment.

This position will be filled by a Germany-based individual. The successful candidate will take a prominent role in planning, developing, and delivering initiatives to fulfil the commercial objectives of Invest Alberta in the DACH region. This includes the development of operational business plans, annual goals, and strategic objectives while considering market intelligence and investment opportunities.

Area of Selection:

- This position is only open to candidates who are residents of Germany with the right to work.
- Invest Alberta will not sponsor relocation directly or indirectly.

Requirements

1. Education

- A Bachelor's or equivalent degree from an accredited recognized university in a field related to the position, such as business, marketing, or finance.

2. Experience

- Minimum of 3 years' relevant work experience, including a minimum of 1 year working in foreign direct investment attraction and/or international business development, particularly in Germany and/or Canada.
- Experience working for a government agency in an investment or trade related role is an asset.
- Experience organizing events involving international travel and working with high level companies and/or government representatives.
- Strong client service experience.

3. Knowledge

- Understanding of Germany and its economy with a particular focus on Invest Alberta's priority sectors: energy and renewables, petrochemicals, agrifood, technology and innovation, financial services, aviation and aerospace, and life sciences.
- Controlling budgets and finances.
- Knowledge of key economic sectors of the province of Alberta is a bonus.

4. Language

- Fluency in German and English (oral, written, comprehension) is essential.

5. Competencies

- **Analysis** - developing an in-depth understanding of prospects, gathering, and sharing market intelligence with the team.
- **Initiative** - locating, evaluating, and qualifying potential investors and leads to ensure a substantive investment opportunities list, converting leads to opportunities and closing deals.
- **Client focus** – providing consistent, high quality and responsive service to investors, supporting them in making investment decisions and achieving success.
- **Networking** - building strong connections, collaborative relationships, and networks across the organization and externally to secure, retain and expand commercial investment in Alberta, supporting the promotion of Alberta opportunities and success stories.
- **Effective communication** – leveraging technology to improve organization, communications, and efficiency, effectively handling confidential information and data, collecting, and distributing information to internal and external clients, and participating in working groups.
- **Interpersonal skills** - developing, maintaining, and strengthening connections and professional working relationships across the organization and its larger network, supporting an effective corporate culture.
- **Resilience** - able to work under pressure, prioritize multiple demands and work effectively to meet tight deadlines.

6. Abilities

- Able to create proposals and pitches for investors by working collaboratively with internal & external stakeholders in recommending tools for investment attraction.
- Able to lead presentations internally and to clients.
- Able to stay current by continuously updating job and industry knowledge – exhibiting a keen desire to self-develop and improve.
- Able to use social media tools for commercial promotion and to generate new business opportunities.

About the Organization

Invest Alberta Corporation works directly with investors to attract high-value and high-impact investments to the province. 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.

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 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 including a cover letter, resume, and salary expectations to hr@investalberta.ca.

Closing Date: Open until a suitable candidate is 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