

Position Profile

Investment Attraction Advisor

Houston, Texas

The Opportunity

About

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.

Position Overview

Invest Alberta is seeking a Houston-based Investment Attraction Advisor to support Alberta's investment attraction efforts across Texas and the broader U.S. market.

This is a rare opportunity to represent Alberta's investment interests in Texas in a senior-level, entrepreneurial role focused on identifying and advancing foreign direct investment opportunities into Alberta. With investment advisors around the world, this position, will work as an integrated part of our North America Business Development Team, with counterparts in Vancouver, Toronto, Seattle, San Fransico, Chicago, and New York also developing leads in their markets and reporting to the Managing Director, North America.

As a member of the North America Business Development Team, you'll collaborate with team members to pitch Alberta as a key investment destination. This includes planning, shaping, and implementing business development strategies to attract investments from Texas. 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 is a senior-level, entrepreneurial role suited for a highly connected business development professional with experience in investment attraction, international business development, or economic development.

This position will be engaged in a contractor capacity and must be based in Houston, Texas.

Responsibilities

- Identify, develop, and qualify investment opportunities that align with Alberta's priority sectors
- Build and maintain relationships with investors, industry leaders, government representatives, and strategic partners across Texas and the U.S.
- Represent Invest Alberta at industry events, conferences, networking functions, and business meetings
- Develop and execute business development strategies and market outreach plans
- Prepare investment proposals, presentations, and client pitches in collaboration with internal and external stakeholders
- Provide market intelligence, sector insights, and competitive analysis to support investment attraction activities
- Support high-level visits, investor meetings, and hosted events
- Maintain accurate records and reporting within Salesforce CRM
- Collaborate with Invest Alberta's global investment attraction team to advance strategic opportunities
- Manage activities and budgets in alignment with organizational priorities and objectives
- Leverage digital platforms and social media tools to support commercial promotion and business development activities
- Various other duties as needed

Qualifications

- Bachelor's degree in business, marketing, finance, economics, or a related field
- Minimum 8 years of relevant experience, including at least 5 years in:
 - foreign direct investment attraction,
 - international business development,
 - economic development, or
 - strategic business development
- Experience working with U.S. and/or Canadian markets is required
- Strong understanding of U.S. regional economies and industry landscapes, particularly within Alberta's priority sectors, including energy and renewables, hydrogen and cleantech, petrochemicals, agriculture, aerospace, life sciences, digital technologies, and financial services
- Experience working with government agencies or public sector organizations is considered an asset
- Experience planning events and supporting executive-level engagements is an asset
- Strong business development and relationship management skills
- Excellent communication and presentation abilities
- Strong analytical and strategic thinking skills
- Proven ability to work independently and manage multiple priorities
- Client-focused with strong stakeholder management capabilities
- High level of professionalism and discretion when handling confidential information

- Strong organizational skills and attention to detail
- Proficiency with CRM systems such as Salesforce and standard business technologies
- Demonstrated commitment to continuous learning and staying current on industry trends and market developments
- Experience using digital and social media platforms to support business development and stakeholder engagement

Additional Requirements

- Must be legally authorized to work in the United States
- Must be based in the Houston area
- Ability and willingness to travel regularly for business within Texas, the United States, and occasionally internationally
- Must possess a valid driver's license
- Must have access to a reliable vehicle for business travel
- Invest Alberta will not sponsor relocation directly or indirectly

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