

Investment Attraction Advisor

Invest Alberta Houston, Texas

Invest Alberta Corporation is seeking an Investment Attraction Advisor based in Houston, Texas. This is an opportunity to represent one of North America's most competitive investment destinations in a market that plays a significant role across many of Alberta's priority sectors.

The Company

Invest Alberta Corporation is Alberta's dedicated investment attraction agency. Working with investors, businesses, governments, and economic development organizations, Invest Alberta helps companies explore, establish, and expand operations in Alberta. The organization serves as a connector between investors and the resources, partners, information, and services needed to support successful investment decisions. Through its global network and collaborative approach, Invest Alberta works to attract investment that contributes to economic growth, diversification, job creation, and long-term prosperity across the province.

Invest Alberta is committed to building a diverse and inclusive workplace and welcomes the unique perspectives and experiences that individuals bring to the organization.

The Role

Reporting to the Managing Director, North America, the Investment Attraction Advisor serves as Invest Alberta's representative in Texas and supports the organization's mandate to attract foreign direct investment into Alberta.

Working closely with colleagues across North America and Invest Alberta's broader international network, the Advisor will identify, develop, and advance investment opportunities within Alberta's priority sectors. The position combines business development, market engagement, stakeholder relationship management, and investment attraction. Based in Houston, the Advisor will engage directly with investors, companies, industry associations, government representatives, and economic development partners throughout Texas and the United States to promote Alberta as a competitive destination for investment and business growth.

This is a senior-level contractor position suited to a professional who enjoys building relationships, identifying opportunities, and working independently within a highly collaborative environment.

Key Areas of Leadership and Oversight

- **Investment Attraction:** Identify, qualify, and advance investment opportunities that align with Alberta's economic priorities and target sectors.
- **Business Development:** Develop and execute market outreach strategies that generate investor interest and support the growth of Alberta's investment pipeline.
- **Relationship Management:** Build and maintain productive relationships with investors, corporate executives, industry organizations, government representatives, and strategic partners.
- **Market Representation:** Represent Invest Alberta at conferences, industry events, business meetings, and networking opportunities throughout Texas and the United States.

- **Investor Engagement:** Support investor inquiries, meetings, site visits, presentations, and business cases designed to advance investment decisions.
- **Market Intelligence:** Monitor economic, industry, and competitive developments and provide insights to inform business development efforts and organizational priorities.
- **Stakeholder Collaboration:** Work closely with Invest Alberta colleagues, government partners, municipalities, and industry stakeholders to support investment opportunities and client needs.
- **Performance Reporting:** Maintain activity records, opportunity tracking, and reporting through Salesforce CRM and other business systems while managing activities and budgets in accordance with organizational objectives.

The Ideal Candidate

The successful candidate will bring a demonstrated ability to build business relationships and advance complex opportunities involving multiple stakeholders. They will understand how organizations evaluate investment decisions and be comfortable engaging with senior executives, industry leaders, government representatives, and economic development partners. They are a strong communicator, a proactive relationship builder, and a resourceful business development professional who can operate independently while contributing to a geographically dispersed team. The successful candidate will also bring sound judgment, commercial awareness, and the credibility required to represent Alberta's interests in a sophisticated business environment.

Qualifications and Experience

While the Search Committee recognizes that no one candidate is likely to meet all qualifications in equal measure, those listed below are desirable and will be used to compare candidates.

- Bachelor's degree in Business, Economics, Finance, Marketing, International Business, or a related field.
- Minimum of eight years of relevant professional experience, including at least five years in foreign direct investment attraction, economic development, international business development, or strategic business development.
- Experience working within U.S. and/or Canadian markets.
- Knowledge of the business, economic, and investment landscape across Texas and key North American markets.
- Understanding of industries relevant to Alberta's growth priorities, including energy, renewables, hydrogen, cleantech, petrochemicals, agriculture, aerospace, life sciences, digital technologies, and financial services.
- Experience working with corporate investors, industry associations, economic development organizations, government agencies, or public-sector stakeholders.
- Experience supporting executive-level meetings, trade missions, conferences, investor visits, or stakeholder engagement initiatives would be considered an asset.
- Experience using CRM systems, preferably Salesforce.
- Legally authorized to work in the United States.
- Based in the Houston metropolitan area with the ability to travel regularly throughout Texas and the United States and occasionally internationally.
- Valid driver's license and access to reliable transportation.

Skills and Attributes

- Strong business development and opportunity identification capabilities.
- Proven relationship-building and stakeholder management skills.
- Ability to engage credibly with senior executives, investors, and public-sector leaders.
- Strong written, verbal, and presentation communication skills.
- Commercially astute with sound analytical and strategic thinking abilities.
- Independent and self-motivated with a demonstrated ability to manage competing priorities.
- Well-developed organizational and project management skills.
- High degree of professionalism, discretion, and judgement.
- Collaborative approach with the ability to work effectively across teams and jurisdictions.
- Proficiency with digital communication tools, social media platforms, and contemporary business technologies.

To Apply:

**If you are interested in this opportunity submit your full application package online at: [KBRS](#)
Contact Michelle Doyle at mdoyle@kbrs.ca for all other inquiries.**

Invest Alberta is committed to equity, diversity, and inclusion. We welcome and encourage applications from candidates of all backgrounds and experiences. We will provide support and accommodations to applicants with disabilities, upon request. If you need accommodation in order to participate as a candidate in the recruitment process, please contact accommodate@kbrs.ca or communicate your needs to the recruitment professional named in the job description.