

Senior Investment Advisor

Business Services Team

Invest Lithuania is the first point of contact for global companies looking to establish operations in Lithuania. We are focused on building the perfect product for global business, in order to attract foreign direct investment that leads to creation of new jobs and capital investment. In 2015 alone Invest Lithuania secured more than 2600 new jobs from more than 30 international companies.

Currently we are looking for an ambitious, energetic and professional Senior Investment Advisor to join our team.

Key responsibilities:

- Provide leadership, strategic direction and operational support for attracting foreign investment into business services sector.
- Closely follow global outsourcing trends, identify opportunities for Lithuania, develop and maintain key partnerships with relevant organizations both abroad and locally.
- Build relationships with top executives and influencers within the business services sector (Scandinavian, Western European and North America's markets primarily); and leverage these connections to acquire recognition and publicity for the local industry.
- Understand existing business services clusters in Lithuania and be able to support their operations.
- Regularly review, update and innovate Lithuania's value proposition, develop new offers for companies looking to nearshore/offshore their operations, and identify priorities for business environment improvements and marketing.
- Plan and implement sales initiatives (individually and with the team) by participating in meetings with top clients during visits and through active direct liaison with their headquarters; and take part in key consultations and negotiations.
- Drive towards a culture of continuous improvement, quality and innovation, ensuring a client-focused, target-driven approach at all times.

The successful candidate should have the following:

- An advanced degree in a relevant field (business administration, economics, finance or related fields) plus a minimum of 3-5 years of experience in a related sector.
- A broad understanding of the Lithuanian business services landscape, its key players, the investment environment, economic outlook and global industry trends.
- Passion to work with the most advanced international companies.
- Excellent written and verbal communication skills (in English and Lithuanian; German or any Scandinavian language would be a strong advantage).
- Strong inter-personal and inter-cultural communication and presentation skills, problem solving skills and client-facing skills.
- Having a local and international network is an additional advantage.

Candidacy

- Applicants should submit their CV and Motivation letter by **April 16** to monika.sereniene@investlithuania.com
- For further information please contact Monika Šerėnienė at +370 (5) 272 6554.
- Confidentiality is guaranteed. We will get in touch with selected candidates.