

Senior Investment Advisor

Manufacturing 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:

- Closely follow global manufacturing development, identify trends and opportunities for Lithuania, develop and maintain key partnerships with relevant organizations both abroad and locally.
- Regularly review, update and innovate Lithuania's value proposition, develop new offers for the Manufacturing investor base, 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.
- Provide leadership, strategic direction and operational support for attracting foreign investment into manufacturing verticals (Automotive, Medical Devices, Biotech, and Aviation).
- Build relationships with top executives and influencers within the manufacturing realm (Scandinavian and German markets primarily); and leverage these connections to acquire recognition and publicity for the local industry.
- Understand existing Manufacturing clusters in Lithuania and be able to support their operations.
- Drive towards a culture of continuous improvement 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 (either engineering, information systems or technology, or business administration, economics or political affairs) plus a minimum of 3-5 years of experience.
- A broad understanding of the Lithuanian economy scene, its key players, the investment environment and global manufacturing industry trends.
- Passion to work with the most advanced international companies.
- Excellent written and verbal communication skills (in English and Lithuanian; German, Swedish, Norwegian, Finnish or Danish would be a strong advantage).
- Strong inter-personal and inter-cultural communication and presentation skills, problem solving skills and client-facing skills.
- Innovative approach to sales, business development and project management.

Candidacy

- Applicants should submit their CV and Motivation letter by **February 17** to gina.leontjeva@investlithuania.com.
- For further information please contact Gina Leontjeva at +370 (5) 272 6554.
- Confidentiality is guaranteed. We will get in touch with selected candidates.