

Senior Investment Advisor

Technology 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 technology verticals (SaaS, Game Development & AR/VR, Cyber Security, Fintech, Data Centres & ITC infrastructure, and embedded technologies).
- Closely follow global technology 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 technology realm (Scandinavian, UK, and US markets primarily); and leverage these connections to acquire recognition and publicity for the local industry.
- Understand existing technology clusters in Lithuania and be able to support their operations.
- Regularly review, update and innovate Lithuania's value proposition, develop new offers for the Technology 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.
- 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 (engineering, information systems or technology, IT, business administration, economics or related fields) plus a minimum of 3-5 years of experience in a related sector.
- A broad understanding of the Lithuanian technology scene, its key players, the investment environment and global industry trends.
- Passion to work with the most advanced international companies.
- Excellent written and verbal communication skills (in English and Lithuanian; Russian 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 **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.