

Competitive Opportunity from the State of Tennessee for:
Director, Italy Office, Department of Economic and Community Development (“TNECD”), State of Tennessee (“FDI Consultant”)
Type of Employment: Contractor
Estimated Start Date: March 4, 2021

Qualifications:

- FDI Consultant must have and be able to demonstrate experience or demonstrate the ability to succeed by submitting a specific plan and strategy in the following:
 - identify, recruit, and create leads for TNECD of Italian and Spanish companies interested in setting up an operation in the US;
 - make and maintain connections with companies, organizations, local multipliers, and US governmental agencies located in Italy and Spain;
 - understand and implement TNECD’s goals;
 - comply with tasks as assigned by TNECD’s FDI Director
 - work with TNECD’s FDI Director and other members of TNECD’s Business Development’s team; and
 - Fluency in English and Italian. Additional fluency in Spanish preferred.
- FDI Consultant must be able to travel within geographical area as needed and to the US twice a year.
- FDI Consultant must be able to host delegations consisting of TNECD and state leadership.
- Strong preference will be given to potential candidates that engage in no other professional business apart from contract with TNECD.
- Strong preference will be given to potential candidates that are located in Italy.
- TNECD will review potential candidates for previous poor performance, professional reputation, and whether potential candidates are large firms or representing multiple clients. TNECD will view such things negatively when reviewing potential candidates.

Process:

- Within 3 weeks of the date of this job posting, potential candidates must submit a 2-page proposal demonstrating how such candidates meet the above listed criteria, including description/summary of a strategic plan for lead generation and past relevant experience. Candidates may also submit a resume and up to 2 letters of recommendation if they wish. Other documents may or may not be considered at the discretion of TNECD. All items must be submitted by January 28, 2021, 4:30 pm US Central Standard Time.
- The proposal should be sent to: masami.tyson@tn.gov
- Successful candidates will be invited to interviews, which may be conducted in person or via teleconferencing.