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Our client, the Trinidad and Tobago Trade and Investment Promotion Agency invites applicants for the following positions:

Manager - Investments

The Trinidad and Tobago Trade and Investment Promotion Agency Limited has been established with the aim of transforming and increasing the competitiveness of the trade and business environment of Trinidad and Tobago. The Agency seeks to strengthen and modernize the country's export and investment promotion institutional arrangements to be more 'high' profile and on par with similar regional and international agencies. The Agency is the country's premier trade and investment promotion agency.

The Agency is seeking to recruit a Manager - Investments, who reports to the Head - Investment Promotion and Facilitation, and is responsible for the management of inbound facilitation and focused outbound targeting of foreign and local direct investment for Trinidad and Tobago. The incumbent is involved in directly identifying, engaging, facilitating, negotiating and closing new investments in Trinidad & Tobago, and also identifying new tenants for the industrial parks under the Agency's purview.

Qualifications and Experience:

- Bachelor's Degree in Business Management or related discipline.
- 5-6 years experience in investment sourcing and facilitation or related scope of work with experience in managing business-to-business (B2B) sales teams.
- Experience in sales and negotiations in a related environment.

Qualifications and Experience:

- Business start-up or expansion experience would be an asset

Key Accountabilities:

- Contribute to the formulation of investment promotion strategies
- Advocate for policies with the Government of Trinidad and Tobago to aid in the improvement of Trinidad & Tobago's value proposition in respective sectors
- Manage and execute investment plans in alignment with Agency's strategy
- Establish and maintain relationships with internal and external stakeholders
- Manage incoming investment interest and identify new investment opportunities
- Prepare reports for Executives, Board and Line Ministry as required
- Support human resource management by participating in the performance management and disciplinary processes

Please forward a detailed resume in Word (doc.) format in confidence to:
PricewaterhouseCoopers Limited (PwC)
Executive Search.
Email: tt_recruitment@pwc.com

Closing date: 25 November, 2024