

JOB DESCRIPTION – Business Development Consultant Italy

The Business Development Consultant – Italy will be responsible for developing the institutional, business assistance and promotional activities of the IICCI – Indo-Italian Chamber of Commerce and Industry in Italy. He will deal with these activities directly or in partnership with other stakeholders and professionals, with whom the IICCI has already started or will start collaborations.

The specific, though not exclusive, objectives of the mandate are as follows:

- a. Involvement of companies in the IICCI focus sectors (machinery, engineering, consumer goods and lifestyle) for the provision of services promoted by the IICCI.
- b. Involvement of Italian institutional and private stakeholders, with whom to start partnerships and collaborations for specific projects and initiatives, in particular to set up and plan the implementation in 2025 of the "Namaste' India" initiative, an event to promote Indian companies and brands in Italy.

The market development activities in Italy consist of:

- Identify and contact companies, associations, local bodies, institutions potentially interested in making use of the services of the IICCI and taking part in the projects and initiatives organized by it, in particular, although not exhaustively, in the engineering and manufacturing sectors, infrastructure and construction, furniture-design, agro-industry and agri-food.
- Organize meetings and visits with interested Italian counterparts, to better understand their needs and set up operational proposals;
- Prepare service proposals, with clear indication of the objectives, methods and times for service delivery, commercial fees and payment methods.

From an organizational point of view, in carrying out the above-mentioned activities, the IICCI's Business Development Manager in Italy will:

- Report directly to the CEO and Secretary General of the IICCI, to whom he undertakes to send a bimonthly update on the activities carried out, including any suggestions and input on improvements to be made to the promotion and sales tools;
- Support and coordinate directly with the following departments of the IICCI:
 - o General Secretariat – for the coordination of institutional activities in Italy and in the organization of meeting agendas in Italy of the IICCI management;
 - o Assistance to Companies - for the preparation of operational and commercial proposals for the Italian counterparts, which must in any case be validated by the Secretary General of the IICCI, and for the delivery of the service to the Italian counterparts;
 - o Communication & Marketing - for the dissemination and dissemination of all promotional and marketing material - printed or digital - necessary for the implementation of the planned activities.



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Only and exclusively applications that meet the following requirements will be considered:

- Perfect command of the Italian language, written and spoken, and good command of the English language, written and spoken.
- Experience in internationalization departments/activities in companies, professional firms, associations for commercial, promotional and/or business scouting activities with India.
- Previous experience in India, including study or internship, of at least 6 months.
- Willingness to travel frequently to Italy and, for limited periods, to India.

Particular attention will be given to profiles that demonstrate:

- Proactivity and ability to work in a team, remotely and in a multicultural environment.
- Accuracy and attention to detail

Type of contract

Consulting contract, for the duration of one year, and extendable for more years, including:

- Fixed compensation for the activities carried out.
- Variable compensation to be paid on the basis of the results achieved.
- Reimbursement of expenses for travel, board and lodging in Italy.

Please send your application, with Curriculum Vitae and motivational letter, exclusively in English, to the email address recruitment@indiaitaly.com no later than midnight on *Friday 14th July 2023 CET*. Applications sent after the deadline or without CV and motivational letter will not be taken into consideration.