



## Join The Team

Opportunity to Grow

### ENTRY POSITION

Associate Consultant



## ABOUT GLOBAL ALDEA

Global Aldea is a boutique FDI advisory firm based in Berlin, Germany. We are always looking for talented individuals with an interest in international business, trade and foreign direct investment to join our team in Berlin. Global Aldea allows flexible and mobile work solutions (Home Office). If you want to help our corporate clients to navigate through their international expansion plans and our government clients to grow their local business ecosystem, we look forward to your application.

## The Role – Associate Consultant

For this position we are looking for ambitious Bachelor/Master graduates seeking for an opportunity to start their professional lives with a young dynamic team of a growing consulting firm. The candidate should have first practical experience in business analytics and research roles, deep knowledge of international business, the role and function of FDI (Foreign Direct Investment) and the concept of Trade. The jobholder will be part of the growing decentral organized consulting team and focus on delivering the highest quality services to our international government and cooperate clients: sometimes this will be in the form of set deliverables but in other cases will involve working alongside clients throughout a project.

## Key Responsibilities

Under the management and direction of the Lead Consultant:

- Scope, plan, execute, and deliver projects within strict deadlines under the guidance of the Lead Consultant.
- Conducting desk research on European markets with an industrial sector focus
- Preparing and drafting company research reports
- Identify the correct decision makers within individual target companies and determine the best approach for establishing contact with them.
- Contact decision makers in target companies to discuss their expansion plans and determine their interest in specific investment locations.
- Preparing and drafting company research reports
- Preparing and conducting business events
- Conducting stakeholder interviews
- Create and maintain a pipeline of corporate contacts and develop a network of relevant intermediaries (e.g. industry associations) to support outreach work.
- Manage campaigns focused on clearly defined target groups (e.g. specific industry sectors or types of companies).
- Preparation of reports (Word and PowerPoint)
- Use Global Aldea's CRM systems to report on contract progress and manage projects effectively to ensure all contract deliverables are achieved.
- Support senior members of Consulting team on strategic projects
- Travel may be required
- Developing concise outreach strategies
- Maintain Global Aldea's databases and CRM tools
- Any other duties as required.





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## Essential Criteria

- Students in Higher Level Education (Bachelor / Master) studying Business, Economics, Geography, Political Sciences or related (other disciplines will be considered where candidates can demonstrate core skills required).
- Fluency in English and German (at least B2 Level) essential, fluency in other European languages is an advantage (French, Spanish or Dutch).
- Strong research and data gathering skills including the ability to identify reliable data sources for highly specialized information.
- The ability to quickly comprehend different industries and the factors that drive the performance and investment behavior of companies in those industries.
- Ability to formulate a research plan
- Excellent verbal communication skills, comfortable with cold calling
- Ability to process large volumes of data.
- Ability to draft clear, concise, and accurate reports based on thorough research.
- International orientation and the ability to work effectively with individuals from diverse cultures
- Proficiency in Microsoft office programs, particularly Word, PowerPoint, and Excel.

## What We Offer

- A modern flexible work environment that allows the options to:
  - work remotely
  - working part time
  - working from home.
- Work life balance is key at Global Aldea.
- International travel
- The Remuneration package is based on experience and will include a competitive salary and performance related bonuses
- The position gives the opportunity to grow with a young Berlin based company and have a positive impact on sustainable economic development.

## Applications

To apply for this position please send your CV and cover letter to [Info@Global-Aldea.com](mailto:Info@Global-Aldea.com) in subject mention "Entry - Research Specialist 2023".

The position will be open immediately.