

## Consulting Opportunity: Economic Development Associate — Europe

**Amsterdam, Netherlands or Barcelona, Spain | Hybrid consulting engagement | 37.5 hours/week | Level based on experience**

**Compensation: The contract for this early-career engagement is €30,000–€38,000 annually, depending on location and experience. In addition to this, we also offer a competitive bonus system based on performance.**

**Please note that this European-based role is structured as a business-to-business (B2B) / freelance agreement. The successful candidate will operate as an independent, self-employed contractor (freelance) and submit monthly invoices for services rendered.**

Join a global team driving investment and growth.

ROI Research on Investment is seeking an Economic Development Associate based in or near Amsterdam to support investment attraction and lead generation programs for regions around the world. You'll collaborate with a global team, connect with business decision-makers, and help generate meaningful economic opportunities for communities worldwide.

### About ROI

ROI is a global leader in foreign direct investment attraction and lead generation. From our offices and teams across North America and Europe, we work with Economic Development Organizations, universities, tech parks, utilities, and investment promotion agencies to identify growth opportunities, build B2B pipelines, and deliver strategic, research-driven outreach campaigns.

With **500+ clients worldwide** and more than **20 years of experience**, ROI has helped generate thousands of qualified business expansion and investment opportunities across North America, Latin America, Europe, and Asia.

### Scope of Services

- Executing outbound outreach by email, phone, and LinkedIn to engage C-level decision-makers
- Qualifying prospects and supporting the scheduling of meetings for ROI's clients
- Conducting market and sector research to identify investment trends and business opportunities

- Preparing concise company profiles, reports, and business intelligence notes
- Maintaining accurate CRM data and working toward agreed monthly outreach and conversion targets
- Collaborating with ROI team members to deliver strong results for clients

#### What You Bring

- Based in the Netherlands, with Amsterdam preferred (Candidates in Barcelona, Spain, can also be considered)
- Strong written and verbal communication skills in English
- Bachelor's degree in Business, Economics, International Relations, Marketing, Communications, Political Science, or a related field
- 1–4 years of relevant experience in B2B outreach, lead generation, business development, market research, international business, executive recruitment sourcing, FDI, economic development, trade, or consulting
- Comfort reaching out to new prospects by email, phone, and LinkedIn
- Confidence building rapport with senior business contacts
- Strong research skills and curiosity about companies, industries, and global markets
- Ability to work with targets, KPIs, and project-based performance expectations
- Strong organization, follow-through, and attention to detail
- Ability to work independently in a hybrid consulting environment
- Cross-cultural communications and understanding (we work with a global clientele of different government agencies)

#### Nice to Have

- Dutch, Spanish, French, German language skills
- Experience or exposure to foreign direct investment, investment attraction, economic development, trade promotion, or international business
- Experience with Salesforce, HubSpot, LinkedIn Sales Navigator, ZoomInfo, Apollo, or similar tools
- Experience working across European or international markets
- Interest in consulting, B2B services, market research, or business development

#### Why Collaborate With ROI?

ROI offers a supportive, flexible, and international consulting environment, including:

- Flexible hybrid consulting model, plus access to a modern coworking space in Amsterdam

- Early-career consulting fee package starting at approximately **€35,000–€40,000 annually**
- 25 days vacation (including the 5 day December holiday closure) + public holidays + personal days + your birthday off
- Performance-based bonus opportunities
- One day off for your birthday
- Clear performance review and advancement path
- Professional development and mentorship
- Collaborative, respectful team culture with a focus on shared wins
- Exposure to international clients, companies, and markets

### Working Arrangement

This is a hybrid consulting opportunity based in or near Amsterdam or Barcelona, with an expected capacity of approximately 37.5 hours per week, depending on candidate profile, availability, and business needs.

The consultant is expected to attend one weekly in-office collaboration day at ROI's Amsterdam or Barcelona offices for coordination, team connection, and project alignment. Outside of agreed client, project, and collaboration requirements, the consultant is expected to organize their work independently and deliver services in line with agreed objectives, timelines, and quality standards.

The successful candidate will provide services under a consulting agreement. This arrangement is intended as an independent consulting relationship and not as an employment contract.

ROI values diverse perspectives and lived experiences. We thank all applicants for their interest; only those selected for an interview will be contacted.