

Economic Development Manager

**Amsterdam, Netherlands or Barcelona, Spain | Hybrid consulting engagement |
Approx. 37.5 hours/week**

Annual consulting fee: €40,000–€48,000, depending on location, experience, and scope, plus performance-based bonus opportunities

Please note that this European-based opportunity is structured as a **business-to-business / freelance consulting agreement**. The successful candidate will operate as an independent, self-employed contractor and submit monthly invoices for services rendered. This arrangement is intended as an independent consulting relationship and not as an employment contract.

Join a global team driving investment and growth.

ROI Research on Investment is seeking an **Economic Development Manager** to help deliver high-impact investment attraction programs for regions around the world.

You'll work with talented colleagues across North America and Europe, connect with senior business decision-makers, manage client-facing deliverables, and help generate meaningful economic impact 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

- Designing and running B2B outreach campaigns to identify international expansion leads
- Engaging directly with executives and qualifying companies exploring foreign investment
- Managing key client accounts across Europe and North America

- Producing high-quality deliverables, including lead reports, company profiles, and market insights
- Leading and mentoring junior associates and project contributors
- Supporting sector research and contributing to ROI's investment intelligence initiatives
- Collaborating with colleagues across research, digital, and marketing teams

What We're Looking For

- Based in the Netherlands, with Amsterdam preferred, or based in Barcelona, Spain
- Strong written and verbal communication skills in English
- Dutch, Spanish, French, or German language skills are an asset
- 3–4 years of experience in economic development, FDI consulting, international business, trade, B2B business development, or a related field
- Master's degree in International Business, Economics, Development, or a related field preferred
- Strong communication and relationship-building skills
- Proven ability to manage projects, deliver client-facing outcomes, and meet KPIs
- Experience working with or within public-private organizations, government-related organizations, or international clients
- Cross-cultural communications and understanding (we work with a global clientele of different government agencies)
- A hybrid profile with interest in both client delivery and research
- Ability to work independently in a hybrid freelance consulting environment

Nice to Have

- 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
- Experience managing or mentoring junior team members or project contributors
- Interest in consulting, B2B services, market research, business development, or international trade

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.