



JAMPRO
TRADE & INVESTMENT JAMAICA

WE ARE
HIRING

JOIN OUR TEAM

PRESIDENT

The Jamaica Promotions Corporation (JAMPRO) is conducting an extensive talent search for a President, and invites expressions of interest and applications for this role, which is based in Kingston, Jamaica.

About JAMPRO

Operating under the Ministry of Industry Investment and Commerce (MIIC), JAMPRO is the Government of Jamaica's national investment and export promotion agency for business opportunities in export and foreign and local direct investment (FDI and LDI). JAMPRO is the key facilitator in these projects offering research services, policy development and advocacy, and advising the Government of Jamaica on improvements in the ease of doing business in Jamaica. JAMPRO is instrumental in creating the incubator conditions for new and fast growing industries including the highly successful Business Process Outsourcing industry, Cannabis and Tourism. Services are promoted through smart out-reach and pipeline development, virtual Investment Forums, 3 overseas offices in the USA, UK and Canada, and major events such as the #InvestJamaica 2022 which will gather 40 speakers and 400 international executives in Montego Bay, Jamaica under the theme "Jamaica: the Nearshore Delivery Hub of the Caribbean".



JAMPRO has a rolling 4-year strategy that will create attractive investment interest in key industries such as Agriculture, Manufacturing, Mining, BPO, Tourism and Specialty products. For further information about JAMPRO, please visit the website at:

<https://dobusinessjamaica.com>.



About the Role and the Person

Reporting to a Board of Directors, the President provides strategic and operational leadership and resource stewardship, and management of JAMPRO's local and international teams totalling about 100 employees. The incumbent is the face of JAMPRO who champions the mandate to deliver investment, job growth, brand equity and customer experience targets through:

- Strategic and corporate planning and budgeting in conjunction with the Board to deliver 4-year plans and annual budgets and operational plans;
- Successful implementation of the corporate and business plans and the annual budget and delivery of services to all stakeholder groups;
- Ensuring the optimal cost effectiveness and controls for operations and revenue generation through value-added services and management of finances and technology;
- Developing and leading the talent strategy and day to day performance management through progressive workplace strategies and close attention to alignment, development and engagement for high performance;

- Driving the policy development agenda and advising the Board and Minister on issues and actions to ensure effective implementation to meet policy direction and stated goals, including amendments to legislation and trade agreements;
- Championing public/private sector collaboration and interventions, and the clearing of bottlenecks in partnership with the Board and parent Ministry to ensure the successful implementation of investment and export projects, job growth and #DoBusinessJamaica brand effectiveness;
- Representing JAMPRO at national and international forums.



The President needs to have a growth mindset and be a visionary and strategic leader with a superior international business profile and network, including a track record in areas such as national development, delivering ambitious goals in FDI/LDI, incubation of new industries, export growth, policy development and execution, marketing and promotions at the national level. The preferred candidate profile includes having outstanding leadership and business acumen, and capabilities and behaviours to operate nimbly and in full compliance with Government of Jamaica governance guidelines for Public Bodies. The incumbent must be a compelling communicator and negotiator, who is highly organized and results-oriented with a capacity for handling multiple stakeholders while driving an intensive agenda and inspiring the team of professionals to create a great place to work in every JAMPRO location.



Qualifications, Experience and Key Competencies

The preferred candidate will have the following qualifications and experience profile:

- Advanced degree in Economics, International Law, Marketing, Management, or equivalent qualifications;
- Ten (10) years' experience at a senior executive level – preference will be given to candidates with a track record in International Business, Investments & Export Promotions;
- Experience leading a major Public Body or international business in an intensive Private Sector Enterprise;
- Project management, investment and trade promotion experience;
- Experience in government procurement, business finance and information technology including digital trends.



How to Apply & Timeline

Qualified applicants are invited to submit a letter of interest (addressed to the Chairman of the Board), resume and the names and contacts of three work references (who will not be contacted without consent of the candidate) in confidence to

presidentrecruitment@jamprocorp.com by December 4, 2022.

A secondary screening will be required in the process of short-listing.

We thank all applicants for their interest.

Regrettably, only short-listed candidates will be contacted.