

Agro-Investment Corporation, an entity under the ambit of the Ministry of Agriculture, Fisheries and Mining is seeking to identify a highly motivated, dynamic, and knowledgeable individual to fill the post of:

Director, Investments, Markets and Export Development

Job Summary

Reporting to the Chief Executive Officer, the Director, Investments, Markets and Export Development is responsible for providing strategic and operational leadership in investment promotion, market intelligence, and export development to position Jamaica as a global hub for agri-business. This role merges investor engagement with end-to-end export facilitation of key commodities boosting Jamaica's visibility, exports, and Agri-sector competitiveness.

Key Responsibilities Areas

Technical/Professional Responsibilities:

Strategic Investment & Promotion

- Attract and facilitate Agri-investments (FDI and domestic).
- Identify sector trends and cluster opportunities to drive growth.
- Collaborate with national agencies (MoAFM, MIIC, JAMPRO, MFAFT, JBDC) to position Jamaica globally.

Market Development & Export Strategy

- Develop and implement export market plans for priority commodities.
- Build and manage export-ready supply chains including value-added services.
- Negotiate with international buyers and ensure export compliance and logistics coordination.

Operations & Organizational Management

- Lead a multidisciplinary team across investments, marketing, purchasing, and export logistics.
- Execute plans aligned with Agro-Invest's corporate strategy.
- Develop and oversee execution of national marketing and promotional strategies for agriculture.
- Drive improvement in product quality, packaging, certification, and logistics to meet export standards.
- Represent Jamaica in trade/investment missions and forums.

Required Skills & Competence

- Excellent skills in teamwork and cooperation and networking
- Sound leadership, decision-making and problem-solving skills
- Sound analytical and judgment
- Sound knowledge of investment climate, incentives, and stakeholder engagement required to attract and retain investors.
- Sound knowledge of global trade trends, market entry strategies, product certification, and export logistics.
- Ability to plan, coordinate, and execute multiple projects effectively while managing resources, timeframes, and outcomes.
- Sound knowledge of national policies, trade agreements and regulatory frameworks affecting exports and investment.
- Good knowledge of the Public Bodies Management and Accountability Act
- Proficiency in Microsoft Suite + CRM or project management tools and relevant financial analysis software

Minimum Required Qualification and Experience

- Master's or Bachelor's in Agriculture, Marketing, Business, or related field
- 10+ years of experience with at least 5 years in a senior role across investment promotion or export development
- Experience working with international agencies, investors, buyers or government bodies
- Track record in Agri-sector project development, trade expansion, and team leadership

Application accompanied by a resume must be submitted no later than **Friday, July 13, 2025**, to:

Snr. Director, HRM & Administration
Agro-Investment Corporation
188 Spanish Town Rd.
Kingston 11

Or by email to: vacancies@agroinvest.gov.jm

Please note that the title of the position MUST be included in the subject and only shortlisted applicants will be contacted.