

# Senior Consultant / Economic Development, Trade & Investment (FDI) U.S. State Representation

Two-Year Fixed-Term Contract (Potential to Become Permanent)

Frankfurt am Main  
February 2026

OCO GLOBAL  
ocoglobal.com

## Join OCO Global Who We Are

Are you looking for an exciting challenge in an international environment? Do you want to be part of a dynamic, global team and build valuable networks around the world? Then this role could be a great fit for you. For over 20 years, OCO Global has been a leading consulting firm in economic development and trade & investment promotion, helping regions, countries and U.S. states develop strategies and identify attractive growth opportunities. With offices worldwide, we support our clients in creating prosperity, employment and sustainable economic growth.

This position supports our mandate to represent a U.S. state in Germany and Europe and is offered as a two-year fixed-term contract, with the possibility of extension or conversion to a permanent contract.

## Your Growth With Us The Opportunity that Shapes Your Future

- **Leading and delivering projects** in economic development and trade & investment promotion
- **Driving lead generation activities** by identifying, qualifying and engaging companies with international expansion plans and building a strong pipeline of investment opportunities.
- **Managing the full lead nurturing cycle** from first outreach through to support of real foreign investment projects.
- **Identifying and contacting companies** planning cross-border investments.
- **Conducting discussions with business decision-makers** and key stakeholders.
- **Project reporting** according to client standards and input into internal OCO and client CRMs.
- **Managing project budgeting and capacity planning**, including cost control and efficient resource allocation
- **Building and maintaining a network** of relevant companies, intermediaries, and multipliers
- **Participating** in physical and virtual industry events, conferences
- **Steering team operations** to optimize internal processes, workflows and overall project performance
- **Supporting strategic advisory projects** in the areas of FDI strategy and market entry.
- **Assisting with business development opportunities** and contributing to proposals as needed.

## What We Offer You An Inspiring Work Environment

- **Outstanding career opportunities** through individual promotion, challenging project work, and a strong international OCO network.
- **Competitive compensation** and benefits package.
- **Flexible working** in our offices in Westhafentower Frankfurt with option of remote work.
- **Company pension scheme** with special conditions.
- **OCO Women's Network** with targeted support for female professionals.
- **Mentoring** for career guidance and development.
- **Systematic personal development** through continuous education within our OCO Learning HUB.
- **Team-building activities** and regular company events.
- **Fruit baskets and beverages** are a given for us.
- **Voucher benefits** of 50€ per month
- **Flat hierarchies** and close international teamwork.

## Your Profile Skills to Meet New Challenges

- **> 5 years of relevant professional experience** and a strong interest in economic issues and int. business
- **Holding a successfully completed degree** in an international or economic oriented field.
- **Strong sales skills** and creativity in building business relationships, as well as excellent networking abilities; a relevant US network would be a strong plus.
- **Fluent in German (C1) and English**
- **Entrepreneurial mindset** and willingness to actively contribute to the development of the business area.
- **Outstanding communication and networking skills** and enjoyment of teamwork.
- **Flexible attitude** and willingness to travel regularly.

### We would love to hear from you!

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