POLAND FDI

ADVISOR NETWORK · COOPERATION BRIEF

Freelance FDI Advisor

Foreign Investment & Market Entry Poland

Join a network of senior practitioners who help international companies evaluate, enter and scale in Poland – working under the Poland FDI brand on real investor projects, on a flexible, project-by-project basis.

FREELANCE | NON-EXCLUSIVE | PROJECT-BASED FEES & SUCCESS FEES | FRAMEWORK AGREEMENT

Poland FDI · Investment Advisory & Investor Acquisition
EXEC GROUP sp. z o.o. · Grawerska 111, 51-180 Wrocław, Poland

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polandfdi.com

ABOUT POLAND FDI

Independent, evidence-led investment advisory – from question to operating reality.

Poland FDI helps international companies evaluate, enter and scale in Poland – from location, talent and incentives to partners, operating models and execution. We are designed to complement Poland's national, regional and local investment ecosystem, and we build every business case on verified data sources.

01 · EXPLORE

Build the business case

- Market intelligence & sector benchmarking
- Talent analysis & location strategy
- Investment economics & incentive screening

02 · ENTER

Design and execute the entry

- Site validation & operating model
- Build–Operate–Transfer, greenfield coordination
- Partner & supplier ecosystem, institutional coordination

03 · SCALE

Grow a European capability

- R&D / GCC / CoE development
- M&A and partnerships
- Additional location assessment

Also within our scope

- **Interim & fractional leadership** – leading a Polish operation (around a quarter of a full-time role) and strategic advice to companies already in Poland.
- **Defence & dual-use** – access to Poland's defence and resilience ecosystem through Pro-Resilience.
- **Market intelligence** – reports, the Poland FDI Daily podcast and the Poland Investment Readiness Score™.

Where our investors come from

Today we work mainly with investors from the United States, Canada and Singapore, and increasingly with opportunities from India.

United States | Canada | Singapore | India

Topics range from real estate and consumer goods to – more and more often – dual-use technology and defence, and market entry into Poland and wider Europe.

3.5%
GDP growth forecast for Poland, 2026
European Commission, Spring Forecast, 21 May 2026

PLN 1.51 tn
Foreign direct investment stock in Poland
National Bank of Poland, FDI in Poland 2025, 30 Sep 2026

500,500
Professionals in business services centres
ABSL, Q1 2026

2,179
Business services centres in Poland
ABSL, Q1 2026

Poland FDI does not engage in the trade of arms or military equipment. Figures as published on polandfdi.com with the sources indicated.

THE ROLE

Work on live investor projects under the Poland FDI brand.

We handle a growing number of investor enquiries. Freelance advisors help us run projects and prepare analyses – for foreign investors entering and growing in Poland, and for Polish public and private entities attracting investment.

WHAT YOU WILL DO

- Market entry strategy, operating model and setting up an entity in Poland
- Location analysis, special economic zones / Polish Investment Zone, incentives and grants
- Market, sector and competition analyses, feasibility studies, due diligence
- Relations with public institutions, local governments, zones and chambers
- Investor introductions, M&A and financing support
- Interim or advisory roles on the client's side
- Training, events, trade missions and expert content for Poland FDI

WHO WE ARE LOOKING FOR

- Experienced practitioners in FDI, market entry, consulting, strategy, M&A, investment or a specific sector
- Ability to work with international clients in English
- Independence: you organise your own time and way of working
- Freedom to cooperate – no conflict with current employer or client obligations
- Transparency on current commitments and potential conflicts of interest

Example advisor profiles on polandfdi.com

Each advisor receives a profile title that matches their strongest expertise. Examples:

A **Senior FDI Advisor – Energy, Renewables & Industrial Market Entry**
Investor entry, strategic partnerships, M&A in energy and industry.

B **FDI Advisor – Market Entry Strategy & Business Case**
Market sizing, go / no-go decisions, commercial due diligence.

C **FDI Analyst – Feasibility Studies & Investment Appraisal**
Financial models, regulatory and strategic analysis.

D **Research Associate – Geopolitics, Security & Policy**
Research and policy analysis supporting investor decisions.



Paweł Łopatka
MANAGING PARTNER & FOUNDER, POLAND FDI

20+ years in foreign investment, business relations and investor attraction. Executive roles at Siemens, Nokia, BBC Scotland, SoftServe and Customertimes (SVP Global Fintech); co-created the New Technologies Platform at Pracodawcy RP; former board roles at PMI Poland Chapter and ABSL.

TERMS OF COOPERATION

A simple, transparent model: you earn when a client project starts.

Cooperation is based on a framework agreement with EXEC GROUP sp. z o.o. (formerly SOFTWAREACT sp. z o.o.), the company behind Poland FDI. It creates no obligation for either side – paid work begins only when a specific opportunity is confirmed in a Work Order.

Form of cooperation	FREELANCE · CIVIL-LAW / B2B · NON-EXCLUSIVE Independent advisor in the Poland FDI expert network. No employment relationship; you may work with other parties and Poland FDI may work with other experts.
Joining the network	Free of charge for you and unpaid for us: no fees, no fixed retainer and no guaranteed volume of work or income.
How work is assigned	When an opportunity matches your profile, we send a short description; you confirm or decline within 3 business days – declining has no consequences. Scope, timeline and fees are then set in a Work Order. A short qualification call is unpaid (as a rule up to 2 hours per opportunity); no substantive work starts without a Work Order.
Remuneration	Agreed for each Work Order: hourly or daily rate, lump sum, success fee, revenue share or a combination. Invoice or bill payable within 30 days after acceptance of the work; success fees and revenue shares after Poland FDI receives the client's payment.
Referrals	If you refer a client who signs with Poland FDI, you receive a referral fee on the terms set in the framework agreement.
Working model	You decide how, where and when you work, within the deadlines and client requirements in the Work Order. In client contacts you act as a Poland FDI expert; contracts with clients are concluded by Poland FDI.
Your visibility	Profile with photo, bio and title on polandfdi.com and the title "Freelance FDI Advisor, Poland FDI" on LinkedIn during the agreement. You approve every version of your bio before publication.
Confidentiality & clients	Client and deal information stays confidential. During the agreement and for 12 months after, clients and opportunities introduced by Poland FDI are not pursued bypassing Poland FDI; your documented pre-existing relationships are excluded.
Conflicts & compliance	You disclose conflicts of interest before a Work Order and confirm that cooperation does not breach obligations to your employer. Anti-corruption and sanctions rules apply; regulated advice (legal, tax, licensed investment advice) only if you hold the required qualifications.
Data & image	Personal data processed in line with the GDPR. Your photo and profile appear only in the channels you choose in the consent annex; consent can be withdrawn at any time.

This brief is for information only and is not an offer of employment. The binding terms are set out in the framework agreement and in individual Work Orders.

HOW A PROJECT RUNS

From investor enquiry to paid project.

1 **Opportunity**
An investor enquiry reaches Poland FDI.

2 **Fit check**
You confirm or decline within 3 business days; short call if needed.

3 **Work Order**
Scope, timeline and fees agreed in writing.

4 **Delivery**
You work with the client as part of the Poland FDI team.

5 **Payment**
Fee after acceptance; success fee after client payment.

NEXT STEPS

Interested? Here is what happens next.

1 **Confirm your interest**
Reply by e-mail with your CV and preferred areas of expertise.

2 **Receive the framework agreement**
Review it at your pace – it creates no obligations.

3 **30–60 minute call**
We discuss your experience, availability and how you fit our projects.

4 **Sign & agree your profile**
Profile title, short bio and photo for polandfdi.com.

5 **Go live**
Your profile on polandfdi.com and LinkedIn link to Poland FDI.

6 **First project**
We reach out when an opportunity matches your profile.



Paweł Łopatka

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Investment Advisory & Investor Acquisition

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BOOK A CALL →

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