

Job Description

DIHK International Service Co., Ltd. is the service company of the Delegation of German Industry and Commerce in Vietnam. Collectively known as “AHK Vietnam”, these organizations have the mission of improving German-Vietnamese business ties mandated by the German Ministry of Economic Affairs and Climate Action. They fulfill this mission by providing a host of consulting services for market entry and business development. While the German government is supporting AHK Vietnam, most of its income is derived from private income by its clients.

AHK Vietnam is looking for a temporary Market Entry Consultant as a maternity leave replacement. The term of this employment will be six months. Given the outstanding individual performance and an overall conducive business environment long-term employment is an option.

The right employee will be comfortable with change and love bringing new ideas to the table. AHK Vietnam offers its employees to reach new levels of professionalism through areas like networking, continued education, or skill advancement. If you would like the chance to grow with our organization, apply today!

Title: Market Entry Consultant

Hours/Week: Full-time Territory

Department: Individual Services

Division: Market Entry

Office Location: HCMC or Hanoi, Vietnam

Start of Employment: As soon as possible (expectedly in May 2024)

Job Summary:

The Market Entry Consultant at AHK Vietnam is responsible for handling inquiries by clients (mostly from Germany), preparing quotations, and implementing projects. These may include but are not limited to business partner matchings (sales/sourcing), location analyses as well as market studies. While the General Director and sales manager of AHK Vietnam support these projects, the Market Entry Consultant is expected to work self-guided with the aim of ensuring the profitability of each project and maximizing the outcomes of the project for her clients. Another important factor when working for AHK Vietnam is absolute adherence to the highest standards of due diligence and compliance.

Responsibilities:

- Engagement in communication with clients from abroad (mostly Germany) as well as from Vietnam.
- Preparation of quotations for consulting services.
- Alignment with colleagues on cross-selling opportunities.
- Implementation of projects as laid out above.
- Establishment of a network of relevant contacts in certain, often enquired industries.
- Maintenance of flexibility when handling projects and incoming queries from management as projects may vary extremely regarding in regards to their requirements.

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Federal Ministry
for Economic Affairs
and Climate Action

on the basis of a decision
by the German Bundestag

Qualifications and Skills:

- Bachelor's degree in a relevant field (e.g., Business Administration) or equivalent experience.
- Excellent skills in English and preferably in the German language.
- Vietnamese nationality.
- Excellent communication and interpersonal skills, with the ability to build and maintain relationships with diverse stakeholders.
- Ability to work independently and as part of a team in a dynamic and fast-paced environment.
- Proven ability to engage in sales conversations and persuade potential partners.
- Strong organizational skills and attention to detail, with the ability to manage multiple tasks simultaneously.
- Knowledge of the Vietnamese business landscape is a plus.

Application:

If this is the challenge you are looking for, please submit your resume and cover letter to Business8@vietnam.ahk.de by April 30, 2024.

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