


19.01.2022 - Auslandshandelskammern

## Manager, Business Services - German Industry and Commerce Ltd. Hong Kong

 Full-time/Part-time: Parttime

 Location: Hong Kong

Apply at:  
[klingenberg.ursula@hongkong.ahk.de](mailto:klingenberg.ursula@hongkong.ahk.de)

If you join our international team, you'll be working for German Industry and Commerce Ltd., a member of the AHK network of over 140 offices in more than 90 countries. A non-government, non-political private registered association with the public mandate of the Federal Republic of Germany to represent the overall economic interests of Germany, GIC focuses on the promotion of bilateral trade and investment between Germany and our region. The main activities of GIC include: business partner search, direct investment consulting, market research, mediation of disputes, information on law and tariffs, business publications, promotion of trade fairs and event organisation, personnel recruitment & training, business briefings, networking and lobbying. GIC is also the official representative of leading German trade fair organisations, business promotion agencies and other institutions. Furthermore, GIC provides the management, dedicated staff and other resources to the German Chamber of Commerce, Hong Kong (GCC).

The Business Services team serves German and Chinese companies with wide-ranging customised solutions across a broad spectrum of industries for market expansion. As Manager, Business Services you will be charged with developing and delivering high-standard advisory services. You will be a guide and partner to our German/Chinese client companies who want to expand their business to Hong Kong/Germany. You will understand their corporate vision and challenges, and accordingly provide sound recommendations and implementation support. You will help them decipher local business practices, culture and regulations, to maximise success. You will drive projects in a client-facing role. To be successful in this role, you put yourself in the client's shoes, you are a skilful communicator and passionate about creating value, have a strong sense of ownership, and excellent relationship and team skills.

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## About the position

### What does this role entail?

- Conduct market research and analysis to identify local markets, monitor industry trends, conduct competitor analyses to drive business opportunities in German and English
- Write and present recommendations and service proposals for clients based on analysed facts in German and English
- Strong communication and negotiation skills
- Drive and manage different types of projects
- Attentive to details and with multi-tasking capability
- Engage with stakeholders at all levels and across borders
- Manage client and partner relationship
- Work across diverse functions (sales/sourcing, operations, legal/tax...) and industries
- Ability to work independently and collaborate within the team

## Required qualifications

### Who are we looking for?

- Degree holder in Business Administration, Economics or other relevant field
- Minimum 3 years' relevant experience in the international trade and investment, consulting, or corporate services
- You have a strong numeric and business acumen as well as experience in dealing with international clients
- Strong interpersonal and oral as well as written communication skills in German (native) and English are essential for this role
- Chinese (Cantonese/Mandarin) language skills would be a big plus
- Cross functional and cross-cultural experience is highly preferred

Ideal for candidates who are looking for experience working in an international team as well as exposure to different industries and functions across the public and private sectors. Our Business Services Team is passionate about helping businesses grow in Hong Kong / Greater Bay Area and Germany. Through our people-centric working style, we welcome open-minded, self-driven, energetic, flexible and adaptable individuals which can grow within our organisation.

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## What we offer

### What do we offer?

- Medical & dental insurance
- Flexible working hours
- An international and diverse working atmosphere
- Small team with an extremely friendly environment
- Family Leave Days
- Regular team lunches and happy hours

If you are interested in the position, please send your application letter and detailed CV including date of availability and current and expected salary to Ms. Ursula Klingenberg: [klingenberg.ursula@hongkong.ahk.de](mailto:klingenberg.ursula@hongkong.ahk.de)

Only short-listed candidates will be notified.

\*All information will be treated as confidential and used solely for recruitment purposes.