


17.07.2019 -

Regional Director (New York City) (m/w/d)

 Bewerbungsfrist: 04.08.2019

 Gewünschter Eintrittstermin: Zum nächstmöglichen Zeitpunkt

Bewerben Sie sich unter:

<http://jobs.gacctalentnetwork.com/p/1cd8bce87dc6-regional-director-new-york-city/apply>

About the Organization: The German American Chamber of Commerce, Inc. (GACC) is a non-profit organization. Founded in 1947, the organization's mission is to facilitate and establish economic ties and business activities between Germany and the United States. About the employer and this position The Berlin Senate Department for Economics, Energy and Public Enterprises (<https://www.berlin.de/sen/web/>) is one of ten Senate Departments of the Berlin Senate and is responsible for policies in the areas of economy and energy. With its approximately 350 employees, its main mission is to facilitate a framework and environment for Berlin companies to grow within a global competitive market and to entice outside companies to establish their business in Berlin. With its successful strategy, the Senate Department focuses on the proven strengths of its Capital: - Attractive locations for research, technology, commerce and industry (a center for startups and labs), - Attractive, international location for qualified and motivated professionals - Impressive and creative diversity with an outstanding quality of life.

In order to achieve its goals, the Berlin Senate Department for Economics, Energy and Public Enterprises is looking for a Regional Director (New York City) for its business representation office in the US.

Welche Aufgaben kommen auf Sie zu?

- Establish and manage the business representation office for New York City and the US with an overall responsibility for content and organization, including the representation of the State towards third parties.
- Attract US companies for Berlin as a business location in coordination with BPWT:
 - Identify, contact and attract US companies and investors for Berlin as a business location focusing on established Berlin business clusters.
 - Position Berlin as an international city for industry, innovation, startups and labs (keyword - "Berlin as international city of innovation") in which established companies collaborate with startups and research institutions fostering joint innovation.
 - Analyze the interests of US companies; introduce proposals that may have been prepared in Berlin; participate in the generation of leads; facilitate meetings; follow up with contacts.
- Support of small and medium-sized enterprises (SMEs) and startups from Berlin that wish to expand to the US market or that are already involved in the US market. Support for designated projects from Berlin; (duplication with existing proposals is to be avoided in this context):
 - Match Berlin SMEs and startups in the US ("be a guide") with potential business partners, authorities and institutions, find contacts regarding financial and legal topics.
 - Matchmaking for Berlin startups particularly in regard to market entry, financing, skilled personnel and strategic partners.
 - Identify industry specific market opportunities for SMEs from Berlin.
 - Facilitate company exchanges and potential clusters in view of public requests for proposal.
 - Accompany and support Berlin companies during networking with US companies and scientific institutions.
 - Support the creation of content for and the organization of delegation trips or Berlin projects in the US (Start Alliance, etc.).

Was sollten Sie mitbringen?

- Minimum Bachelor's degree or comparable qualification.
- Experience with business consulting in view of site selection.
- Competence in consultation and support of SME's regarding market entry.
- Very good knowledge of Berlin as a (business) location, in particular of the structures and participants of respective Berlin industry clusters (energy & clean tech; transport/mobility/logistics; photonics; ICT services, media & creative industries; pharmaceutical and healthcare industries) and interdisciplinary topics (startups, Smart Cities).
- Very good knowledge of the economic structures and institutions in the US.
- Excellent German and English language skills.
- Network competence in the US and in Germany (affinity to respective cultures).
- Experience in establishing business networks.
- Very good communication skills.
- Independent, structured and conceptual approach.
- Very good competence regarding process management and presentation.

Was bieten wir Ihnen?

Note: The statements herein are intended to describe the general nature and level of the work being performed, but they are not to be seen as a complete list of responsibilities, duties, and skills required of personnel so classified. Also, they do not establish a contract for employment and are subject to change at the discretion of the employer.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.