



Kingdom of the Netherlands

Senior Project Manager Southern China

Netherlands Foreign Investment Agency (NFIA) Consulate-General of the Kingdom of the Netherlands, Guangzhou P.R. China

(40 hours per week)

Job description:

The Senior Project Manager ["SPM"] for NFIA Southern China is based at the Consulate-General of the Kingdom of the Netherlands in Guangzhou. As a member of the NFIA-China platform, the SPM actively promotes the Netherlands as a prime investment location in Europe among Chinese companies and, in close cooperation with NFIA's headquarter in The Hague (NFIA-HQ) and its extensive Invest in Holland network of partners in the different Dutch regions, facilitates Chinese companies wishing to set up or expand their operations in the Netherlands. The main geographic working area of NFIA Guangzhou comprises the provinces of Guangdong, Fujian, Hunan and Hong Kong. The Senior Project Manager reports to the NFIA Executive Director for China, based in Shanghai. The SPM supervises an Assistant Project Manager. The job is result-driven, with clearly defined input and output indicators (e.g. the number of leads generated and resulting confirmed investment projects).

Main assignments:

- Responsible for the acquisition results of the Southern China region: Confirmation of a targeted number of investment projects per year.
- Manages the NFIA Guangzhou office and staff.

Related assignments

Sales & marketing:

- Develop and execute an investment promotion and acquisition strategy for the cities with the most potential in the region.
- Identify, contact and visit Chinese companies considering setting up or expanding operations in Europe;
- Maintain cordial relations with current Chinese investors in the Netherlands in the spirit of "your success is our success";
- Keep track of major developments of Chinese companies in the region.
- Keep track of major developments in the Dutch investment environment;
- Build and maintain a network of advisors and local organizations;
- Attend and, when appropriate, participate in external events to meet potential Chinese investors;

Services:

- Assist Chinese companies in the process of deciding where to establish an operation in Northwestern Europe by
 - o Gaining a thorough understanding of the company's European strategy and objectives and how the proposed operation fits in with those ambitions;
 - o Together with NFIA-HQ and its regional partners, providing the company with all information and assistance needed to obtain a clear and detailed view of how and where this operation might be located in the Netherlands, the cost and time involved, as well as the potential advantages of locating it in the Netherlands. This includes coordinating the redaction of customized info kits/bid books and organizing fact finding trips to potential locations in the Netherlands for officers of the company.
 - o After the company has decided to set up its operation in the Netherlands, keeping in touch with the client to ensure a smooth implementation of the project.

Representation and communication:

- Represent NFIA in internal meetings of the economic cluster at the Consulate-General.
- When required, represent NFIA in meetings with external parties, including those with provincial government (e.g. DOFCOM, NDRC, etc.) and with relevant visitors from the Netherlands.
- Work and communicate closely with (1) colleagues in the NFIA organization, both in the NFIA China team as well as at NFIA headquarters in The Hague; (2) colleagues from other departments in the China network (embassy, consulates, NBSOs); and with (3) our partner investment development agencies of the cities and regions in the Netherlands.
- Maintain and keep up-to-date a database of company contacts and investment projects in NFIA's project management system Achilles, sharing all relevant information with the Dutch parties involved.

Job requirements:

- University or college level education;
- Self-driven: be able to work independently in developing acquisition strategies;
- Being able to effectively manage the South China team, and demonstrate leadership;
- Pro-active and service-minded attitude, presentation and conversation skills are important;
- Proven strength in internal and external communication;
- Five to seven years of commercial or other relevant experience;
- Language proficiency:
 - Strong professional knowledge of Mandarin (Putonghua): speaking, reading and writing;
 - Good command of written and spoken English.
- Strong sense of integrity, able to treat all project information with strict confidentiality;
- Be a team player who understands that attracting investment is a joint effort of both the NFIA team and other parties involved.

Working environment:

NFIA is part of the Netherlands Enterprise Agency of the Ministry of Economic Affairs of the Netherlands. Through its 28 offices around the world, NFIA promotes and facilitates foreign direct investment (FDI) in the Netherlands. In China, NFIA is headquartered in the Netherlands Consulate-General in Shanghai, and has regional offices in the Embassy in Beijing, the Consulate-General in Guangzhou and the Consulate-General in Chongqing. NFIA China has a total staff of 12 and is headed by the Executive Director for China, based in Shanghai.

Currently there are about 400 Chinese companies with a total of almost 600 different operations in the Netherlands, of which close to 200 function as regional headquarters in Europe. On average, around 30 Chinese companies establish first time operations in the Netherlands every year. The current investor portfolio includes such reputable Chinese companies as Huawei, Alibaba, ZPMC, ZTE, ICBC, CCB, COSCO, Midea and Liugong.

Conditions of employment:

- The successful applicant has Dutch or Chinese nationality;
- The Chinese employee will be employed through the Diplomatic Service Bureau of the Chinese Government which will be the formal employer;
- The Dutch employee will receive a local contract through the Embassy within the framework of Rrlok 2005 (*Rechtspositieregeling lokaal in dienst genomen werknemers van het Ministerie van Buitenlandse Zaken*);
- Depending on relevant work experience, a gross salary package is offered within the range of RMB 26,280 – 39,420. (job scale 9)
- The initial contract is fixed for the duration of one year with a possibility to extend upon mutual agreement;
- It concerns a job for 40 hours per week.
- Preferred starting date: 1 September 2018

Information:

For more information regarding this position please contact Mr. Roland Brouwer, NFIA Executive Director for China, e-mail: roland@nfia-china.com

Selection procedure:

The selection procedure consists of an interview and possibly a relevant (language) test of which the interested individual will be informed after the first round.

Please send your motivation letter and resume in English before Friday, 22 June 2018 to fanny.liu@nfia-china.com

NB: Qualified internal candidates have priority over external candidates.