

16.05.2024 - Auslandshandelskammern

Manager Innovation Solutions (m/f/d) – AHK USA San Francisco

 Full-time/Part-time: Fulltime

 Preferred start date: As soon as possible  Location: San Francisco

Apply at:
career_sf@gaccwest.com

The Representative of German Business (GACC West) in San Francisco is part of the German Chambers of Commerce global network abroad, with 150 locations in 93 countries. We are the official representation of the German industry and support the economic interests of German companies in the Western United States. Our mission is to connect stakeholders in key industries to create sustainable business growth and empower innovation journeys. As part of our Innovation Solutions department, your responsibility is to organize publicly-funded programs that support German companies with US market expansion, to host trade missions, and political delegations, as well as to create impactful innovation programs that help German stakeholders to adopt the Silicon Valley mindset to implement innovation projects in Germany.

Are you passionate about boosting the German economy by making companies future-proof and accelerating innovation? Are you curious to uncover market opportunities across a wide array of industries for the German-American ecosystem? Are you a self-starter with an entrepreneurial mindset willing to push yourself to get things done? If you think, "Yes, that's me," then we have the ideal job opportunity for you! We're a small, highly collaborative team, offering ample opportunity for you to shape our organization with your innovative ideas and implementation. We're seeking someone who is both creative and hands-on, ready to roll up their sleeves and actively contribute to driving our vision forward.

About the position

- Develop and organize programs, conferences, and industry-specific workshops for German executives, including B2B matchmaking with potential US business partners.
- Craft persuasive project proposals and grants in German while delivering impactful market studies across industries like clean tech, renewables, mobility, IoT/ AI, and much more. Harness in-depth research and expert insights to produce standout content that drives results.
- Closely collaborate with relevant stakeholders in Germany and the US, such as government entities, industry associations, companies, research institutions, etc.
- Transfer innovation knowledge and skills by facilitating workshops, hosting events and panel discussions, and forging strategic business partnerships.
- Drive our organization's vision forward by uncovering exciting new funding opportunities and innovatively designing impactful programs and services that will propel our mission to new heights.
- Juggle simultaneous projects from conceptualization to preparation, implementation, and follow-up.
- Manage a small project team, assign tasks, oversee day-to-day project responsibilities, and track progress.
- Occasional business travel with German delegations on the US West Coast.

Required qualifications

- Minimum an Bachelor's degree in International Business, Entrepreneurship, Management, Economics, Management, or a related field. Master's degree desired.
- Minimum of 3 years of relevant work experience and managing a small project team.
- Strategic and out-of-the box thinking, experience in business development and or sales.
- Strong project management skills, attention to detail and high accountability.
- Pro-active, curious, self-starter, problem-solving mentality.
- Experience in conducting market research.
- Strong verbal and written communication and reporting/presentation skills in German and English.
- Passion for connecting people and facilitating win-wins within the team and for our global network.
- Passionate to develop and try new ideas, develop new programs and services, and challenge the status quo of our organization productively.
- Bonus points if you have worked in a startup environment before.

What we offer

As a not-for-profit US organization, we belong to the worldwide German Chambers of Commerce network abroad. Furthermore,

- you will become part of our multinational team
- enjoy ownership of your work, help us shape our organization and experience outstanding opportunities for growth and your personal development.
- We also offer 20 days of paid vacation per year plus 14 holidays
- a comprehensive benefit package (including health/dental/vision insurance plan, and a competitive 401(k) plan (enrollment after 1 year).
- 38 hours per week (possibility of two days of remote work per week)

Salary range: \$85,000 - \$87,500 per year

Start date: ASAP

Location: San Francisco

Please send your application including resume, cover letter (in English), references and salary expectations to Sabine Grad (career_sf@gaccwest.com) stating the following subject line:

"Last name, name - Manager Innovation Solutions ".

Please note: In compliance with U.S. federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification document form upon hire.

To all applicants:

Thank you very much for your interest in a full time position with Representative of German Business (GACC West). Due to the high volume of applications we receive, we are not able to answer each applicant individually. If we find that your skills meet our specific business needs we will contact you. Thank you very much for your understanding.