18.09.2026 - Auslandshandelskammern

Head of Policy & Advocacy – AHK Greater China

- Not limited
- Location: Beijing/Shanghai/Guangzhou
- Fulltime
- Preferred start date: Zum nächstmöglichen Zeitpunkt

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Apply now

career@china.ahk.de

AHK Greater China is part of the German Chambers of Commerce Abroad (AHK). With three main offices (Beijing, Shanghai, Guangzhou) and several supporting offices in China, it focuses on trade and investment between Germany and China. AHK Great China is not only the first contact point for German companies deciding to enter the Chinese market and for Chinese companies entering the German market, but also a provider of a wide range of customized services and solutions. Visit our website: https://china.ahk.de/

To strengthen our policy expertise and advocacy capacity, we are currently looking for an experienced and committed Head of Policy & Advocacy, who can lead the policy analysis and advocacy function to ensure that the voice of German business in China is informed by rigorous research, articulated through clear and credible positions, and communicated effectively to decision-makers. The role exists to turn policy complexity into strategic clarity–for our members, our management, and our stakeholders.

About the position

Develop and manage a China-wide Policy & Advocacy function, including but not limited to:

- Lead a China-wide Policy & Advocacy team with around 5 direct reports
- Monitor, analyze, and assess economic and regulatory policy developments in China and their implications for German companies
- Develop evidence-based policy positions, advocacy strategies, and key messages for German businesses in China
- Lead and drive advocacy initiatives, including producing timely, high-quality written assessments, position papers, briefing materials, and policy recommendations, and communicating advocacy outcomes effectively
- Cultivate relationships with think tanks, business associations, research institutions, universities, and other knowledge partners to strengthen AHK's policy analysis capabilities
- Support the Chief Representatives and management in policy-related meetings, dialogues, and events with government and business stakeholders
- Coordinate closely with internal stakeholders and departments to ensure complementary efforts, identify policy issues relevant to German business in China, and translate them into advocacy priorities
- Lead and supervise designated management initiatives and policy-related projects
- Other tasks as assigned

Required qualifications

- Master's degree in Economics, Political Science, Law, Sociology, or a related field
- At least 5 years of professional experience in policy analysis, advocacy, government affairs, or a related field, with solid leadership experience
- Strong understanding of economic and political developments in China, Germany, the EU, and international affairs
- Solid analytical skills and the ability to translate policy developments into actionable insights for business audiences
- Proven ability to build relationships with internal and external stakeholders, including think tanks, research institutions, and business associations
- Exceptional written and verbal communication skills, with experience drafting policy papers, briefings, and advocacy documents
- Ability to navigate sensitive topics with sound political judgment and to work under pressure with tight deadlines
- High degree of responsibility, reliability, and discretion; structured and detail-oriented working style; ability to work independently
- Excellent language skills in Chinese, English and German (written and verbal).

What we offer

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  - Being able to shape Sino-German relations.
  - Being at the center of the Sino-German political and business community.
  - Being able to develop quickly and shape the position further.
  - Being in a lively working environment with around 130 Chinese and international colleagues in our China-wide offices.
  - Being part of the German chamber network worldwide with 150 offices in 90+ countries.

If you are interested in this position, please send your application including a statement on your salary expectations to career@china.ahk.de in English. Please insert the title **“Head of Policy & Advocacy”** in the subject line and attach all relevant application documents (CV, motivation letter including salary expectation, university certificates, employer references etc.) in one small-size pdf file.

We are looking forward to your application!