

17.05.2022 - Auslandshandelskammern

Head of DEinternational Services - AHK India

 Full-time/Part-time: Fulltime

 Location: Mumbai

Apply at:
stefan.halusa@indo-german.com

Founded in 1956, the IGCC is the primary contact for Indian and German companies who want to start doing business with the other country. With our more than 4,500 members, we are one of the largest chambers within the worldwide network of German Chambers of Commerce Abroad (AHKs) and the largest bilateral chamber of commerce in India. IGCC offers advisory and services across domains such as company formation, vocational education, HR, and sustainability to our members. In addition, we collaborate on Indo-German cooperation initiatives and function as the voice of the IndoGerman business community at a political and institutional level, internationally and within both countries.

The Indo-German Chamber of Commerce is looking for a DE Services Head to be the catalyst and core driver for all the IGCC services offerings. You will be responsible for maintaining and increasing the business while building a solid network for IGCC.

About the position

Your role

- DEinternational Services are the core of our activities. Provide our existing and potential members standard and tailor-made services to support their successful business development in India and Germany
- By understanding the businesses' issues, problems and requirements and translating them into services, the DEinternational Services team provides the foundation for the future growth of IGCC.
- Build a strong and growing network of member companies and ensure the visibility of IGCC in India and Germany

Your responsibility

- Define and implement a service strategy and roadmap,
- Define further development of services, required resources and capabilities, as well as best practices
- Be the key contact person for members, provide information, consultancy, and lectures on specific topics.
- Promote DEinternational Services on occasions like trade fairs, events, seminars/webinars
- Staying updated with the relevant function in DIHK as well as other AHKs to further develop the service catalogue and scope of IGCC
- Define annual objectives and budgets for the services team and ensure achievement of the targets with the team
- Lead and develop the team; discuss and provide career path/opportunities
- Staying updated on political and economic developments in India and Germany
- Develop and maintain a partner network to best serve the requirements of our members and IGCC

Required qualifications

- University Degree, preferably in Economics, Business Administration/Management, Law, Politics, or similar
- At least 10 years of experience in similar organisations, e.g. trade promotion, business association, NGO, government or industry
- Experience in the AHK network or the IHK/DIHK organisation is a plus
- We are looking for an outgoing, customer-focused communicator with a proven track record of defining and implementing strategies, projects and services.
- Analytical problem solver
- Fluent proficiency in English and German is a must.

What we offer

More information about AHK India can be found via <https://indien.ahk.de/>

For questions about the position, please contact: Stefan Halusa Director General stefan.halusa@indogerman.com