

The Swiss Import Promotion Program SIPPO is a mandate of the Swiss Secretariat for Economic Affairs. Since April 2017, SIPPO has been implemented in Vietnam by HELVETAS Swiss Intercooperation. Within the scope to promote the “value-added textile sector” SIPPO endeavours to establish solid structures to promote sustainable business opportunities within the Vietnamese textile & garment industry. Therefore, for our country team with office location in Hanoi we are looking for a

## **SIPPO Export Promotion Manager for value-added fashion items (garments & accessories), 100%**

### **With:**

- a) A strong knowledge and a long experience of the textile & garments industry (flat & circular knitting garments, woven garments)
- b) Experience in trade promotion and in setting-up, implementing and monitoring multi-stakeholder projects
- c) Proved experience in sales prospecting on international fashion markets to gain new exports customers in specific market segments
- d) True expertise in organizing & coordinating medium / high end garments productions and exports for overseas buyers, capacity to follow-up, in a very professional way, all production phases (i.e. analyse and understand buyers requests, samples development & approval, pricing, bulk production, QC operations, shipping, export & logistic procedures etc.).
- e) Excellent abilities in communication. In-depth knowledge of both local garments factories practices and habits and of international buyers tastes and expectations. Be at really ease with both to be able to play a pivotal role between international client and local maker.
- f) Longstanding experience in managing and monitoring multi-stakeholder projects (public and / or private sector) and building capacities of involved stakeholders. Experience in Monitoring & Evaluation, Customer Relationship Management CRM and web-based communication are additional assets.

### **Profile / Experience:**

- Strong knowledge of the textile & garment sector / business in Vietnam (factories, all garments inputs suppliers etc.) and of International fashion markets and segments.
- Well-established network of relevant stakeholders in the textile and garment business – mainly reliable garments factories, as boosting Vietnamese garments

exports will be our most important objective - (ideally including Business Support Organizations BSOs).

- Broad understanding of the functioning of BSOs and/or Trade Promotion Organizations TPOs, sector associations and other institutions active in the textile & garment sector.
- Broad understanding of the functioning of local garments factories and garments inputs suppliers, of international buyers business practices, taste and expectations.
- Longstanding experience in managing overseas fashion buyers and monitoring each single step of garments productions for medium / high-end international clients.
- Experience in setting-up new project / business structures and to mobilize people towards new undertakings.
- Proven ability to communicate with different stakeholders (mostly local BSOs, local garments factories and international fashion buyers) and to transport new ideas.
- Strong ability in capacity building (coaching) in cooperation with international and national experts.
- Experience in trade / export promotion, B2B and provision of market access.
- Experience to go and get clients, in sales prospection specially oriented towards medium / high-end fashion brands. Demonstrated results in that field.

#### **Core qualifications:**

- University degree in economic science, or export business, or luxury industry management or related to the fashion and garments sector;
- Minimum 10 years of working experience in an environment relevant for the position;
- Enthusiasm to establish new projects and businesses. Very strong motivation to go and conquest new fashion markets, new international garments buyers in order to boost exports of local factories. Enthusiasm for fashion and garments production and exports.
- Strong communication and negotiation skills and high level of empathy. Should be equally comfortable in a garment factory cooperating with operators and QC staff on the production line and in an international buyers office discussing with designers and product manager of the next collection.
- Fluent in Vietnamese language and excellent language skills in English: C1 / CEFR (written and spoken). Any other language (Chinese, Japanese, etc..) would be appreciated.

#### **Bringing in one or several of the following skills is an additional asset**

- Experience in Customer Relationship Management (CRM);
- Experience in Monitoring and Results Measurement (MRM);

- Working experience with web-based tools and platforms incl. content management;

Please note that work experience and former roles / functions of the applicant have to be documented through work certificates and official diplomas:

- Names and addresses of organizations served;
- Summary of accomplishments, tasks and services carried out;
- Periods of service (start, end dates);

If you consider yourself a valuable candidate for this position please submit your job application in English including motivation letter, CV, certificates of employment and references by e-mail as electronic version in English at latest by **20<sup>th</sup> July 2017** to Ms Tran Nhu Trang, SIPPO Country Representative, [tran.nhutrang@sippo.ch](mailto:tran.nhutrang@sippo.ch).