

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 Inter-cooperation. 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, we are looking for a

**SIPPO Export Promotion Manager for value-added fashion apparels (textile sector), 100% (Senior position), Ho Chi Minh based.**

**With professional knowledge of the textile & garments industry, of the international fashion apparels trade, setting-up, implementing and monitoring multi-stakeholder projects (team work)**

#### **Qualifications:**

The SIPPO Export Promotion Manager (EPM) has demonstrated both a very strong personal interest and expertise both on the international fashion market (excellent knowledge of the international buyers of fashion apparels and international fashion scene and market in general) and in the Vietnamese textile & garment industry (production / suppliers side). Ideally She/he has experience in international apparels trade and also eventually in export / trade promotion services. Furthermore, the candidate is experienced in managing multi-stakeholder projects and building capacities of involved stakeholders. Experience in Monitoring & Evaluation, Customer Relationship Management CRM and web-based (social media) communication are additional assets.

#### **Profile / Experience:**

- Strong knowledge of the fashion, textile & garment sector / business in Vietnam as well as international apparel buyers from Europe, USA and/or Asia in affordable luxury and/or premium/bridge market segments.
- Well-established network of relevant stakeholders in the textile and garment business (ideally including many local garment manufacturers / exporters and some Business Support Organizations BSOs such as VCCI, Agtek, Vitas).
- Experience in international trade of fashion apparel, approaching buyers, B2B, market access in specific areas such as;
  - Effective handling the communication with international fashion corporate clients;
  - Monitoring of apparel production follow-up, quality control, focusing on quality delivery, compliance etc. always according to international buyer’s requests.
  - Co-ordination between all parties: e.g. buyers' design & production teams, local and overseas inputs suppliers (fabrics, trims etc.), local apparel makers, QC team, packing & marking teams, shipping agents, buyer import dept. etc.
- Good knowledge of garment production processes in both knit (flat and circular) and woven sectors. Good understanding of international apparels buyers' requirements in terms of quality, delivery time, compliance, etc.

- Strong ability in capacity building (coaching) in cooperation with international and national experts;
- Understanding of the functioning of BSOs and/or Trade Promotion Organizations TPOs, sector associations and other institutions active in the textile & garment sector;
- Experience in managing and monitoring multi-stakeholder projects (public and / or private sector);
- Experience in setting-up new project / business structures and to mobilize people towards new undertakings;
- Proven ability to communicate with different stakeholders and to transport new ideas;

**Core qualifications:**

- University degree in economic science or related to the textile sector;
- Minimum 10 years of working experience in an environment relevant for the position (international trade of fashion apparel with international fashion buyers from various countries)
- Enthusiasm to establish new projects and businesses;
- Strong communication and negotiation skills and high level of empathy;
- Fluent in Vietnamese language and excellent language skills in English.

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 30 October 2018** to [info@sippo.vn](mailto:info@sippo.vn).