

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 through a pilot project solid structures to promote sustainable export opportunities within the Vietnamese textile & garment industry. The main focus of the pilot project is to strengthen the capacities of Vietnamese Business Support Organisations (BSOs) active in the textile sector and thereby facilitate them to provide professional export promotion services to export oriented Vietnamese textile companies. Therefore, for our country team with office location in Hanoi 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 and of the international fashion apparels trade.

Qualifications:

The SIPPO Export Promotion Manager (EPM) has demonstrated 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, trends and market in general) and on the Vietnamese textile & garment industry (good understanding of apparels production & of the upstream supply chain). The EPM brings in a good understanding about the needs of Vietnamese garment producers for export promotion services to be provided by Vietnamese BSOs to enable them accessing new markets. Therefore, she/he has experience in international apparels trade, in results monitoring and evaluation, in CRM (Customers Relationship Management), is well aware of the importance of social media in contemporary fashion business environment. Experience in managing multi stakeholders' projects and in building capacities of involved stakeholders would be additional assets.

Profile / Experience:

- Strong knowledge of the fashion, textile & garment sector in Vietnam as well as international fashion apparels buyers from Europe, USA and/or Asia.
- Well-established network of relevant stakeholders in the textile and garment business (ideally including local and foreign inputs suppliers upstream the supply chain, local garment manufacturers / exporters, eventually some BSOs).
- Experience in international trade of fashion apparels: how to approach buyers and to follow-up communication with buyers, B2B activities, market access in specific areas such as:
 - Effective handling of the communication with international fashion corporate clients.
 - Coordination & monitoring of apparel production, production follow-up, quality control, focusing on quality, delivery, compliance etc. always according to international buyer's requests.

- Coordination between all parties involved in export process: e.g. buyers' design & production teams, local and overseas inputs suppliers (fabrics, trims etc.), local apparel makers, QC team, packing teams, shipping agents, buyer's import dept. etc.
- Good ability to communicate with local garments manufacturers and BSOs supporting the textile sector, listening to their needs, understanding their situation and facilitate the building-up of export promotion services
- Showing genuine curiosity and interest for apparel production process.
- Strong ability in capacity building (coaching) in cooperation with international and national experts;
- 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 economy, business or related to the textile sector.
- Minimum 5 years of working experience in an environment relevant for the position (international trade of fashion apparels with overseas fashion buyers)
- 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. Any additional language is welcome.

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 31 March 2019 to info@sippo.vn and helvetas.vietnam@helvetas.org