

Senior advisor

Dr2 Consultants Shanghai specializes in market entry and -expansion services for European companies in China, and Chinese companies in Europe. We help SMEs and multinationals to invest along the China-Europe axis. In doing so, we work closely together with governments and associations. From doing market research to improving collaboration with Chinese business partners, Dr2 Consultants is a trusted strategic advisory partner in every step of the way.

Dr2 Consultants Shanghai is part of consultancy firm Dröge & Van Drimmelen, which also has offices in The Hague, Brussels, Copenhagen and New York. Our international team of consultants cooperates closely, building upon our extensive networks to create meaningful business opportunities for our clients. Dröge & Van Drimmelen was founded in The Hague in 1999.

The strength of our firm lies in the quality of its 45 employees, who are actively engaged in their communities and who stay up to date on the latest developments in their profession and the world surrounding them. It is necessary that our consultants know the challenges and opportunities of doing business abroad. We take organizations by the hand and guide them through a complex set of rules and regulations and ever-changing local market circumstances.

Job description

Dr2 Consultants Shanghai is looking for a senior advisor with a strong consulting and business development background who can identify and create significant business opportunities for our clients in China and Europe. You will perform a wide range of duties to drive business development and manage projects.

As a senior advisor you are responsible for the strategic advisory of our clients. You will do this for example through a strategic session with the CEO of a multinational company, a market entry plan for the board of directors, or in a conversation between you and an executive within a trade association or local government. You deliver projects to the needs, expectations and timelines of the client.

The field we are in is very diverse and covers multiple sectors. Dr2 Consultants Shanghai advises companies in what we call the 'new economy': e-commerce, circular economy/sustainability and smart mobility, among others. The senior advisor is expected to deliver a meaningful contribution to one or more of these sectors, to coordinate team capacity to properly manage multiple clients with different clients and industries, and to provide guidance, support and assistance to the team as needed.

Next to this, the senior advisor is able to bring in new clients to the firm by developing consulting business opportunities, developing project proposals and carrying out negotiations to contract signature.

Profile

- academic level of professional and intellectual ability
- 8-10 years relevant working experience, preferably within China-Europe business relations
- ability to build and maintain a broad professional network, including high-level government officials, corporate executives and entrepreneurs
- strong and demonstrable project management experience
- strong and demonstrable business development experience

- strong writing skills and ability to translate complex issues into concise, relevant stories
- consulting experience and/or proven ability to create the key functions of a consultant, including: developing and maintaining client relationships, pursuing and creating business opportunities, and managing multiple projects under a tight deadline
- actively engaged in Chinese and/or European business and government communities
- entrepreneurial mindset, capacity to work and thrive in a growing, fast-paced organization with a collaborative environment
- broad network within the field (and possibly within a specific sector)
- able to clearly express complex matters in written and spoken English and Mandarin
- socially and/or politically engaged
- strong general business acumen

Information

Do you recognize yourself in the profile above, or would you like to receive more information? Please contact mr. Frans van Drimmelen (CEO and senior advisor) at f.van.drimmelen@dr2.nl.