



Hamburg Representative

MUMBAI | FULL-TIME

Be the core driver for representing Hamburg. You will be responsible for promoting, maintaining and increasing the business while building a solid network.

Your role

- Represent the City of Hamburg in the Indian Market, increase visibility and expand the network
- Foster the economic, scientific, cultural and political ties and relations between Hamburg and India.
- Represent and realize the interests of the partner institutions of HRM.

Your responsibility

- Promotion of the City of Hamburg in Mumbai and all of India and support of mutual economic, cultural and academic exchange between Hamburg and India
- Assistance of Hamburg-based companies to enter the Indian market and vice-versa by providing information and setting up meetings or company visits/delegation visits and by distributing regular reports on the investment climate and regulations in Hamburg for potential Indian investors
- Organization of business events in India to inform Indian companies about Hamburg, in close coordination with IGCC and HRM partner institutions
- Representation on stalls, presentations on joint events like German Investors conferences, other industry events or trade fairs
- Identification, development of projects and initiatives according to Hamburg's demand, e.g. skilled workforce and scientific exchange
- Promotion of the India Week Hamburg in India, attract sponsors, visitors and participants from business, academia or culture.
- Organization and facilitation of delegation trips to Hamburg/delegation visits in India
- Quarterly reports on all activities, with a focus on the implementation of plan and provision of briefing and updates regarding political and economic developments as well as special industry reports as requested by the Hamburg Partners
- Creation of content for partners and publications about Hamburg (for example, in the IGCC magazine), establish and feed press mailer
- Hosting and management of the content of the HRM homepage, LinkedIn as well as social media platforms
- Support acquisition of innovative SMEs and Startups from India to set up an office in Hamburg
- Compiling a list of innovation hubs, trade fairs and events in India

Contact

For questions about the position, please contact:

Stefan Halusa

Director General

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About the Indo-German Chamber of Commerce

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 Indo-German business community at a political and institutional level, internationally and within both countries.

- Act as the first point of contact for inquiries from the Indian logistics market that concern the logistics market of the Hamburg metropolitan region.

Key performance indicators

- Companies / institutions consulted
- Contacts established
- No. of companies supported in market entry/settlement (Hamburg-based companies in India/Indian companies in Hamburg)
- Delegations & events conducted
- Reach out: Number of publications, posts, audience reached etc.
- Budget control

Education and Job Experience

- University Degree, preferably in Economics, Marketing, Geography, Politics, Public relations, International Relations
- Experience in a similar position, e.g. trade promotion, bilateral chamber, business association, corporate advocacy, government, political foundation

Personality

- Outgoing communicator
- Customer oriented
- Ability to listen to members' topics and concerns, analyze and structure possible solutions.
- Problem Solver
- Networker

Capabilities

- Ability to handle and coordinate multiple tasks and expectations
- Pro-active approach towards working cooperation with partners
- Aware of intercultural sensitivities

Language

- English: Fluent
- German: Fluent
- Optional: Hindi

IT-Tools

- MS Office 365, MS Office
- Affinity for social media, website and public relations

Special Capabilities

Experience in India, strong relation to Hamburg and Northern Germany, fundamental understanding of the Northern German business environment



Hamburg | Representation
Mumbai