



SENIOR EXPERT GLOBAL STRATEGY, BUSINESS DEVELOPMENT AND INTERNATIONAL PARTNER MANAGEMENT

Bachelor International Business Administration
 Base Singapore, mobile in ASEAN (remote possible)

EXPERTISE

- 10 years of experience in consulting and operational management support in the areas of global strategy, business/partner development, political analysis and market entry (ASEAN), establishment of subsidiaries, building international relations
- Strategically and operationally strong partner of C-executives
- Work experience in China, the USA, Germany
- English, Chinese, German fluently

WORK EXPERIENCE

2017 – 2020

Goal: Return to work after family phase, childcare secured

A SUPPLIER IN THE BATTERY, SOLAR AND GLASS MARKET

Senior Business Consultant Global Strategy and Business Development

- General consulting to CEO and top management team for the significant aspects of conducting business and market entry in China, operational support
- Building partnerships to fulfil the legal requirements
- Negotiation concepts for key customers and suppliers
- Structure marketing, tax, law, compliance, human resources

2010 – 2016

COMMUNICATION AND MARKETING AGENCY

Asia Business Director

- Business development, marketing and sales strategies in close cooperation with the management to drive the international expansion of the agency
- Establishing of a China Business Desk for European market
- Developed into one of the most successful Sino-German cooperations in Europe, which was well received by the Chinese Embassy

2009 – 2010

AN ASIAN CULTURAL CENTER

Overseas office of a Chinese Ministry Marketing and Project Manager

- Public relations and advertising for the cultural programme
- Developing cooperation partners, relationship management
- Organizing cross-cultural cooperation projects between Germany and China

2008 – 2009

AN INTERNATIONAL AUDITING AND BUSINESS CONSULTING FIRM

Assistant to Audit and Great China Desk

2004 – 2008

A UNIVERSITY IN GERMANY

Structure and introduction of the Studium generale 'Chinese language and culture' | Lecturer

2005 – 2006

A US-AMERICAN WHOLESALER OF HOME FURNISHINGS AND DECORATIONS FROM CHINA AND A CHINESE LAW FIRM

Intern

QUALIFICATION PROFILE

Degree	International Business Administration (a German university)
Strategic and operational support of C-executives	<ul style="list-style-type: none"> ▪ Global expansion and growth strategies ▪ Creation of all operational prerequisites for a successful market entry (focus ASEAN) ▪ Communication and marketing for more visibility in the target markets
Internationality	Chinese with work experience in Germany, the USA, China
Languages	<ul style="list-style-type: none"> ▪ Chinese native ▪ English fluently ▪ German fluently
Industries	<ul style="list-style-type: none"> ▪ Renewable energy (solar) ▪ Communication and marketing agency ▪ Auditing and consulting ▪ Cultural exchange and education
Global Business and Partner Development	<ul style="list-style-type: none"> ▪ Successfully supported the establishment of a Dutch subsidiary in China (renewable energy sector) ▪ Advisor to the management board in the areas of international business development and market entry strategies ▪ Political and market analysis for the target countries ▪ Create all the prerequisites for setting up a branch abroad (business, compliance, acquisition of law firms and partners, to fulfil all legal requirements, international partnerships and networks, integration of resources, staff recruitment) ▪ Negotiation concepts for key customers and suppliers ▪ Coaching and guidelines for managers (for employee selection and appraisal interviews)
Communication, Marketing, Public Relations	<ul style="list-style-type: none"> ▪ Development and implementation of global strategies in the areas of communication, marketing and public relations/building up media contacts ▪ Proven track record in acquiring new customers from the automotive, electronics, medical, political and cultural sectors
Audits & Accounting	<ul style="list-style-type: none"> ▪ Advising companies in the fields of accounting and financial accounting ▪ Processing of mandates ▪ Research
Training & Teaching	<ul style="list-style-type: none"> ▪ Developing teaching/ training plans and contents ▪ Teaching students, training employees
Event Management	<ul style="list-style-type: none"> ▪ Conception and realisation of events (international and cross-cultural) ▪ Management of exchange programmes, travel management, visitor support
Mobility	Base Singapore, mobile in ASEAN, remote possible
Availability	Immediately
References	On request

Are you interested in this candidate?

We send you a detailed application.

We work on behalf of the applicant. That's why our service is free of charge for hiring companies and recruitment consultants, even in the event of a successful placement.

If you are interested, please contact us at frankadensam@adensam.de