

HaskoningDHV Vietnam Co., Ltd.

The Company

Royal HaskoningDHV (RHDHV) is a leading independent, international project management, engineering and consultancy service provider with roots established in the Netherlands (HQ), the United Kingdom and South Africa. Ranking globally in the top 10 of independently owned, non-listed companies and top 40 overall, the company's 5,150 staff provide services across the world from more than 100 offices in over 35 countries. A first choice consultancy for major world challenges, our experts provide sustainable and pragmatic solutions for pit-to-port, food security and water scarcity, the development of mega-cities, sustainable infrastructure and energy resources.

Active in Vietnam since 1985 and established in 1993, HaskoningDHV Vietnam is a 100% foreign invested company of Royal HaskoningDHV and recognized as one of the most prominent leading engineering and consultancy firms with a unique track record of key projects in Vietnam and SE Asia. With offices in Ho Chi Minh City and Hanoi and nearly 200 employees, HaskoningDHV Vietnam has carried out numerous projects for the private and public sector, comprising the full scope of engineering and consultancy services for Industrial & Building projects, Maritime & Aviation, Water Management and Infrastructure. Our services include Feasibility Studies, Master Planning, Process Design, Engineering, Project and Construction Management, and HSE Management.

Besides Vietnam, we have projects ongoing in Cambodia, Malaysia, Myanmar and other countries in SE Asia. We actively collaborate with our other offices in the region in Thailand, Indonesia, Malaysia, Myanmar, Cambodia and the Philippines.

We currently have an open vacancy for the following position:

Director Advisory Group (DAG) for Industry & Buildings Vietnam, based in Ho Chi Minh City

In this role, you will be directly responsible for the operations and performance of the Advisory Group (AG), from market, projects and services, results and quality, client satisfaction and people. You will provide leadership in the development and implementation of the strategic objectives of the AG, be accountable for the development and execution of the annual operational plan, and contribute to the regional and global strategic plans of the business.

Your tasks and responsibilities will include the following:

- Developing and achieving business plan/annual (or budgeted) targets in revenue, working capital, added value and operating profit for the AG.
- Implementing Business Integrity Management (BIM), and the communication/ adherence of BIMS and business principles in the AG.
- Ensuring excellent project quality and delivery, as well as the positive execution result of projects within the AG; acting as Project Director on projects where a Senior Project Director is not appointed.
- Responsible for the order and sales portfolio of the AG, maintaining order book levels (firm and potential) at target levels for the AG.

- Responsible for people management and engagement, from recruitment, team formation to fit market requirements, development and succession planning.
- Managing change within the AG – ensuring engagement with new processes, procedures and desired ways of working (behaviour, mindset, and skills).

Depending on your qualifications and experience, this role can be combined with the **Resident Director** of our Vietnam operations, and will lead the Local Management Team as well as the statutory board of the legal entity.

Your profile

You are an ambitious, performance-driven, internationally mobile and proactive individuals with proven track record in complex and multi-disciplinary projects, preferably in manufacturing, logistics and food & beverage industries, from engineering up to and including construction phases in the Asian region, specifically Vietnam and Myanmar.

You have relevant experience in building and leading multi-cultural and disciplinary teams in an international and challenging environment.

You enjoy driving the commercial success of the organization, steering on and overseeing the development and evaluation of existing and new service portfolio, identifying and creating new market opportunities. You are also able to drive alignment and collaboration across businesses, to deliver integrated services to clients and coordinate staff capacities and skills.

In addition, you have the following skills and degrees:

- A technical Bachelor's or Master's degree; e.g. civil or structural engineering, with an excellent organisational and project management skills
- Strong commercial acumen, with an affinity to build and strengthen clients relationship
- Exceptional communication and team building capabilities
- Cultural (international) sensitivity in Asian context

For more information, please contact Ms. Hoa Nguyen at hoa.nguyen@rhdhv.com. We explicitly invite both internal and external candidates to apply for this position.