

International Trade Associate

Trade Division – CETA Consulting Ltd., Hanoi Office

QUALIFICATIONS

- Undergraduate or master's degree, 0-3 years of work experience
- Interest for international trade, opening new markets for Vietnamese products
- Proven record of leadership in a work setting and/or through extracurricular activities
- Ability to work collaboratively with Vietnamese clients and partners
- Ability to communicate complex ideas effectively - both verbally and in writing - in English and Vietnamese, knowledge of a third language is appreciated
- Willingness to do daytrips, occasional multi-day domestic travel

WHO WE ARE

CETA Consulting is a management consulting company specializing in building long-term business relationships between actors in Central Europe and Vietnam. With 15 years of business experience in Vietnam, CETA collaborates with its clients through its offices in Hungary and Vietnam, with its team of Vietnamese and European employees. CETA is specialized in market entry services, trade consulting, innovation management and academic relationship building.

CETA's Trade Division has been established to promote Vietnamese products to European buyers. To promote Vietnamese products in Europe, we select and prepare Vietnamese producers to successfully sell their products to European buyers. At the same time, we support our European buyers in their sourcing activities in Vietnam. We specialize in food and agricultural products.

WHAT YOU'LL DO

As International Trade Associate at CETA, your main responsibility will be the smooth collaboration with existing clients and partners. With support from our Business Development Manager, you will build new relationships with partners in Vietnam, and broaden CETAs knowledge about the market. After an initial integration period, you will be solely responsible for specific projects, depending on your skills and interests. Tasks include finding and evaluating new partners, requesting quotes, preparing quotes and administrative tasks.

Working with us, you will learn international trade on an operational level, and gain experience in nurturing successful business relationships across cultures and continents, with visible results. You will build your knowledge of European business practices and improve your network with European stakeholders in Vietnam. You will develop your interpersonal and negotiation skills and your proactivity.

REMUNERATION AND WORKPLACE

International Trade Associate salary: 400 USD net per month

Expected starting date: 01 March 2021

Contract term: 1 year with 3-month probation, renewable depending on performance

Working hours: 9am-5pm, Monday-Friday, occasional overtime

Office location: modern and comfortable co-working space in Luong Yen Street, Hai Ba Trung District

Please send your resume and introduction to ben@cetaconsulting.com or call 039 58 80 280 for further information.