

## Associate Director/Director Belt & Road Solutions

Control Risks is a specialist risk consultancy that helps to create secure, compliant and resilient organisations in an age of ever-changing risk. Working across disciplines, technologies and geographies, everything we do is based on our belief that taking risks is essential to our clients' success.

We provide our clients with the insight to focus resources and ensure they are prepared to resolve the issues and crises that occur in any ambitious global organisation.

We go beyond problem-solving and give our clients the insight and intelligence they need to realise opportunities and grow. From the boardroom to the remotest location, we have developed an unparalleled ability to bring order to chaos and reassurance to anxiety.

Our people	Working with our clients, our people are given direct responsibility, career development and the opportunity to work collaboratively on fascinating projects in a rewarding and inclusive global environment.
Location	Beijing
Engagement	Permanent, full-time
Department	Markets & Partnerships
Manager	Senior Partner, Greater China & North Asia
Job Purpose	To generate profitable business by supporting Chinese Belt & Road Initiatives client needs for risk management solutions in overseas locations through Control Risks' capabilities.
Tasks and responsibilities	<ul style="list-style-type: none"> <li>▶ Using relationships in Beijing and selected Chinese business hubs, identify overseas and local business opportunities, make introductions to local- and internationally based Control Risks consultants, collaboratively develop solutions, influence sales decisions and close (or assist in the closing of) profitable deals.</li> </ul>
Knowledge and experience	<p><b>Knowledge and understanding</b></p> <ul style="list-style-type: none"> <li>▶ Chinese business culture, including buying and selling approaches in major organisations</li> <li>▶ Chinese overseas investment trends within key sectors, including the resource and construction sectors</li> <li>▶ How security and compliance risks impact business success and the range of solutions available to manage such risks</li> <li>▶ China's legal and regulatory requirements for overseas investment</li> <li>▶ Emerging international trends in trade flows and restrictions</li> </ul> <ul style="list-style-type: none"> <li>▶ Service sector cost requirements, including time and materials and project-based models</li> </ul>

---

### Client account management experience and skills

- ▶ Able to successfully plan account strategies and network effectively in order to expand and deepen business with key accounts

### Business networking capabilities

- ▶ Existing network of senior level Chinese (deputy director to vice-president) business associates within the resource and construction sectors
- ▶ Ability to work closely with international colleagues to formulate solutions
- ▶ Professional level competence in spoken and written Chinese and English

---

### Qualifications and specialist skills

- ▶ Bachelor's degree or above (or equivalent) in international relations, economics, public policy or a related field
- ▶ Overseas work or travel experience, particularly in emerging markets
- ▶ Successful track record of leadership and management in a major state owned or private Chinese company
- ▶ Successful track record in a senior services sector sales role within China

---

### Competencies

- ▶ Effective team worker and self-motivated, proactive, positive "can-do" attitude exhibiting the ability to identify and implement initiatives
- ▶ Strong communication skills, both written and verbal.
- ▶ Strong organisation skills and self-tracking, being able to set workplace goals and follow through to completion
- ▶ Personal results focus with the ability to meet tight deadlines when required

---

### Behaviours

- ▶ Exhibit highest degree of ethical values
- ▶ Demonstrate energy, passion and drive
- ▶ Collaborate with other functions within the business making the most of other people's knowledge and skills and consider the regional and global implications.
- ▶ Promote knowledge sharing in the team
- ▶ Build rapport and establish strong relationships
- ▶ Demonstrate excellent active listening skills

All employees are expected to display behaviours reflective of our company values: **Integrity and Ethics, Collaboration and Teamwork, Commitment to People and Professionalism and Excellence.**

---

### How to apply

If your qualifications, experience and aspirations match our requirements, email a covering letter and CV, stating your current salary to: [chinacareers@controlrisks.com](mailto:chinacareers@controlrisks.com) by 1 October 2018.

---