

## **Senior Consultant, Project Management & Client Affairs, Vietnam (Vietnamese or Foreign National)**

Vriens & Partners is Southeast Asia's leading government affairs consultancy, with 70 consultants and 30 senior counsellors across 8 offices in capitals around the region. We deliver nuanced and effective government affairs strategies built on trusted relationships with the highest levels of government, and with stakeholders along the entire policymaking chain.

The firm provides independent, strategic analysis and risk assessments of the political, regulatory and economic developments around Southeast Asia. Our consultants are Asia experts with extensive experience providing analysis and counsel on issues that companies and organizations face in a diverse and challenging region.

Vriens & Partners is seeking an experienced individual for a full-time position in Hanoi, Vietnam to support the headquarters office in Singapore. The candidate should have consulting experience, with proven skills in account management, client relationship development, business development, and people management. Experience working in Vietnam/SEA at a managerial level is required. The role will involve managing research and advocacy projects, supporting client activities, and assisting in firm development. The ideal candidate will have a deep interest in regulatory and economic issues in Vietnam; have a strong network of policy contacts inside and outside of government; have experience managing small teams focused on outcomes; and possess strong communication, organizational, and client service skills as well as a readiness to learn.

### **Primary Responsibilities:**

- Support the headquarters office by:
  - Executing Vietnam-focused client advisory work, including the development and execution of government affairs strategies;
  - Developing analytical and strategy written deliverables;
  - Supporting the management of a team of government affairs consultants and advisors;
  - Establishing and maintaining relationships with key stakeholders including government officials and non-government (NGOs, industry association, business) stakeholders;
  - Supporting engagement with clients' regional and global executives; and
  - Facilitating client communication with different government ministries.
- Contribute to the growth of the office and the firm as a whole.

### **Qualifications:**

- At least 10 years working experience required, experience in a consultancy preferred;
- Experience working in a health/healthcare-related sector or on commercial policy issues preferred;
- Experience managing analyst teams;
- Experience in government relations or public policy roles;
- Excellent organizational skills and ability to handle multiple tasks; strong attention to detail;
- Strong English and Vietnamese abilities, verbal and written; excellent analytical skills and sound judgment; and
- Academic background in Political Science, Law, Journalism, Economics, Public Policy or International Relations;

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**Additional Information:**

- Schedule: Monday – Friday (full time) with understanding that weekend/urgent overtime work will be required on a periodic basis.
- Travel: Occasionally

Interested candidates should send their applications to [careersvn@vrienspartners.com](mailto:careersvn@vrienspartners.com) and indicate the position being applied for in the subject line.

Please include a cover letter and current resume.