

**Country Director, Thailand**  
**Based in Bangkok**

**Background:**

Vriens & Partners (V&P) is the leading government affairs consulting firm in Southeast Asia. Operating in the most dynamic part of the world, Vriens & Partners is headquartered in Singapore, with offices in Myanmar, Thailand, Vietnam, Indonesia, Malaysia, the Philippines and Cambodia. Our team comprises 80 full-time employees from over ten nationalities, as well as 40 senior advisors from across the region.

V&P's culture is open, welcoming and fast-paced, where everyone can voice their opinion and make a positive impact. Our regional offices allow for employees to grow as individuals and consultants and work collaboratively across diverse teams and industries to build new standards of achievement.

Our clients are primarily major multinationals, along with various business associations and non-governmental organizations. A young, growing advisory firm, V&P offers a challenging and unique work environment, as well as exposure to multiple business sectors. Find out more at [www.vrienspartners.com](http://www.vrienspartners.com)

**Position:**

The Country Director is responsible for leading the growing team in Bangkok. How? By being an inspiring leader, an effective analyst, an organised project manager, an insightful client manager, and possessing strong EQ, coalition building, business sense, organizational and cross-cultural skills.

It will be your job to manage the Thailand-focused advisory work, shaping full-scale Government Affairs strategies for MNCs. You'll manage, develop and mentor a well-organised team of experienced Government Affairs consultants and advisors.

Along with management, you'll professionally interact with regional and global executives to build a strong business development practice in Thailand, along with maintaining a network within Thailand's public and private sectors.

As Country Director, you'll understand legislative or policy changes which could impact V&P's client base, assess challenges and opportunities, prepare analysis and strategy for clients, and raise the firm's profile through your strategic efforts.

Reporting directly to senior management in Singapore, you'll hold responsibility for the firm's Bangkok P&L and oversee development of the firm's practice in Cambodia and Laos.

Some of your initial work will be spent on studying how V&P's business operates, and how our clients support economic growth in Thailand (along with Cambodia and Laos). You'll be conversant and confident through communicating public policies and engagement strategies to clients, as well as relevant ministerial or business coalitions, building V&P's profile and market share in Thailand.

You'll possess personal finesse, a level head, be cross-culturally adept, and possess strong written and verbal dexterity. In turn, you can expect eager and professional colleagues in Bangkok and the region to fully support your growth, and together address any challenges and celebrate successes.

**Vision:**

We're looking for a leader that has worked on interesting government affairs work, built lasting coalitions, and created proactive responses to gain significant credibility. You'll have examples of such work that you've done within ASEAN, and with whom you've partnered to create wins.

**Requirements:**

- Ten-Twelve years minimum work experience, including five years within a relevant consultancy
- Proven experience in Government Affairs and Public Policy
- Previously managed a P&L centre is considered extremely important
- Extensive work experience in Bangkok is preferable
- Excellent analytical skills, sound judgment and business development skills
- A strong understanding of Thailand's political landscape and related sensitivities
- Excellent project management skills and ability to handle multiple tasks gracefully
- Cross-culturally aware, having managed international staff, sensitive to local cultural norms as well as government protocol
- Undergraduate degree, preferably in Political Science, Law, Journalism, History, Economics or International Relations. An advanced degree is a value-add.

**Character and Competencies:**

Intellectually agile, experienced enough to know how to synthesise complex information into persuasive written collateral. You'll be approachable, thoughtful, conscientious, an active listener with the right degree of energy. You'll know how to influence and manage at different levels and different cultures by being clear, succinct, knowledgeable and open.

You must possess a strong understanding of governance and ethics, along with understanding legal requirements, protocol, political action laws and related requirements. Give us some examples of how you've handled any such situations.

With a senior role comes judgement, professionalism, organisational aptitude, patience and drive. Tell us what you've done and succeeded (or not), its relevance for Country Director, and allow us to connect the dots.

We hope this gives you an idea of the profile we're aiming for, professionally and personally. If you've read it carefully and thoroughly, you'll know whether it's worthwhile. If it genuinely is, we'd like to hear from you. We appreciate your consideration and time.

**Additional Information**

Interested candidates should send their applications to [careers@vrienspartners.com](mailto:careers@vrienspartners.com) and indicate the position and location being applied for in the subject line. Please include a cover letter and current resume.