

<b>JOB TITLE/ Chức danh:</b> <b>DIRECTOR, GOVERNMENT AFFAIRS</b>	<b>Division/ Khối:</b>
<b>This Position Reports to</b> <i>Báo cáo cho:</i> <ul style="list-style-type: none"> <li>Head of Investment &amp; Portfolio Management</li> </ul>	<b>Positions Reporting to this Position</b> <i>Nhận báo cáo từ:</i> <ul style="list-style-type: none"> <li></li> </ul>
<b>Summary of Duties/ Tóm tắt nhiệm vụ</b>	
<p>An experienced and well-connected strategic partnership and government relations manager to lead the company's strategic partnerships and government relations strategy in Vietnam. This role involves building and maintaining strong relationships with government officials and stakeholders, facilitating dialogue with authorities, and advocating for the company's business interests in the real estate arena.</p>	
<p>Have a strong business acumen, good connection network with government officials at both the central and provincial levels, particularly in Hanoi and Ho Chi Minh City, proven capability to oversee and manage a liaison program between the company and various real estate authorities, and a solid understanding of how political decisions influence Vietnam's real estate sector.</p>	
<b>General Scope/ Phạm vi trách nhiệm</b>	
<b>Job Descriptions/ Mô tả công việc</b>	
<p><b>Government Engagement and Networking</b></p> <ul style="list-style-type: none"> <li>Establish and maintain strong relationships with key stakeholders, including government agencies, ministries, and officials at national and provincial levels (particularly in Hanoi and Ho Chi Minh City).</li> <li>Develop and implement a strategic engagement program to build and strengthen the company's network with government authorities and industry stakeholders.</li> <li>Identify issues and risks that could potentially affect the company business through analysis of governmental policies, real estate regulations and legislation.</li> <li>Draft response letter to inquiries from government agencies and officials as needed.</li> <li>Act as the company's representative in official meetings, industry events, and government forums</li> </ul>	
<p><b>Advocacy and Lobbying</b></p> <ul style="list-style-type: none"> <li>Monitor and analyze government policies, regulations, and industry trends that may impact the company's operations and strategic goals as a real estate developer in Vietnam</li> <li>Engage with government officials to provide input and advocate for favorable business policies and regulatory changes.</li> <li>Propose appropriate consultants to engage and monitor, coordinate with those consultants for licensing procedures and project approvals</li> <li>Support drafting of media and other communications and materials aimed at advancing the broader advocacy goals of Property Finder</li> </ul>	
<p><b>Stakeholder Management and Reporting</b></p> <ul style="list-style-type: none"> <li>Build and manage productive relationships with industry associations and other influential bodies to strengthen the company's presence and reputation.</li> <li>Prepare reports and updates for senior management on government relations activities, emerging policy trends, and key developments.</li> <li>Collaborate with internal departments (e.g., Legal, Investment and Project Development) to align government engagement efforts with the company's strategic objectives</li> </ul>	

<b>Essential Qualifications/</b> <i>Trình độ chuyên môn</i> <ul style="list-style-type: none"> <li>Bachelor's degree background in construction/legal/investment will be an advantage</li> </ul>	<b>Essential Attributes (Knowledge/skills requirements)/</b> <i>Những yêu cầu cơ bản (Kiến thức/kỹ năng yêu cầu)</i> <ul style="list-style-type: none"> <li><b>➤ Knowledge:</b> <ul style="list-style-type: none"> <li>At least 10 years of experience in government relations, public affairs, or a similar role, preferably within the real estate or related industries.</li> </ul> </li> <li><b>➤ Skills:</b> <ul style="list-style-type: none"> <li>Strong existing network with government officials in Hanoi and Ho Chi Minh City (networks in other key provinces are a strong advantage).</li> <li>Deep understanding of Vietnam's regulatory environment and government legislative processes in real estate business.</li> <li>Excellent communication, negotiation, and interpersonal skills.</li> </ul> </li> </ul>
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**Approval/** *Phê duyệt*

**Accepted by/** *Chấp nhận*

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Date/*Ngày:*

<b>BENEFIT/ Lương, thưởng, đãi ngộ:</b> <ul style="list-style-type: none"> <li>• <b>Salary:</b> Negotiated directly during the interview.</li> </ul>	<b>WORK PLACE/ Địa điểm làm việc:</b> <ul style="list-style-type: none"> <li>• Ho Chi Minh City Viet Nam</li> </ul>
<b>Level</b> <ul style="list-style-type: none"> <li>• Level: Manager</li> </ul>	<b>Industry/ Ngành nghề:</b> <ul style="list-style-type: none"> <li>• Real Estate</li> </ul>
<b>Team size</b> <ul style="list-style-type: none"> <li>•</li> </ul>	<b>Language/ Ngôn ngữ:</b> <ul style="list-style-type: none"> <li>• Fluent in Vietnamese and English</li> </ul>
<b>Ghi chú cho người giới thiệu</b>	