

SNV Netherlands Development Organisation is looking for a:

## REGIONAL DIRECTOR ASIA

(Based in Hanoi, Vietnam)

The Regional Director Asia reports to the Managing Director for Regional Operations in The Hague and is member of SNV's Extended Board (EB); the main strategic advisory body of SNV. The Regional Director will lead and implement the regional strategy. You will be working with teams of directors, experts and highly qualified support personnel with a great degree of delegated responsibility. You represent SNV in the region and you maintain contacts with a variety of stakeholders, like regional institutions, national governments, donors, multi- and bilateral agencies, private foundations and companies.

### Responsibilities

- Develop and implement a regional strategy in the framework of the corporate strategy 2007-2015 based on thorough knowledge of main developments in the region;
- (Re)present SNV by developing a clear external profile of SNV within the region;
- Responsible for fundraising and business development in the region;
- Participate in 3 to 4 EB meetings per year and can be requested to assume corporate responsibility for a specific activity;
- Lead a regional management team with country directors and other senior staff;
- Initiate and ensure an efficient support system in the Region (Finance, Human Resources and ICT). Strengthen regional planning and monitor processes and the realization of the strategic targets in the region;
- Create a culture of outward-looking, client and result orientation;
- Set an example of entrepreneurship, creativity and innovation;
- Create a culture of exchange and learning;
- Consult with representatives of regional workers to ensure regional employment conditions.

### Candidate profile

- Masters degree, or equivalent with an academic level of working and thinking;
- Knowledge of business development and the international Development market;
- Has a strong network of organizations and individuals to build on for partnerships, recruitment, consultancies and business development;
- Senior leadership/management experience preferably with leading a team through transition or change;
- Experience working on building bridges and making linkages between the Head Office in the Hague and the field offices and between business development and implementation;
- Entrepreneurial, innovative, strategic thinker and a visionary;
- International experience, particularly in Asia;
- Fluent English (written and spoken);
- Willingness to travel frequently (particularly in the region).

### Duty station

Hanoi, capital of Vietnam.

Health services: Reasonable to good.

Educational facilities: International schooling systems up to IB level in English and French.

Security situation: Good. Peace and security throughout the country.

Accessibility: Frequent flight connections to major cities around the world.

**CONTRACT PERIOD:** Three (3) year with possibility of extension.

**START DATE:** 1 June 2010.

### How to apply?

You are invited to submit your application letter, CV (in English) and indication of your salary expectations to Ms. **Raissa Distefano** ([recruitHO@snvworld.org](mailto:recruitHO@snvworld.org)) with reference number VN 5282.

## More about SNV

In Asia, SNV aims at impact at scale through capacity development in renewable energy, water and sanitation, agriculture, forestry and tourism. We provide advisory services, know how and innovation and engage with local partners in Lao PDR, Vietnam, Cambodia, Nepal, Bhutan, Bangladesh, Pakistan and Indonesia. Diversification of our resource base provides new opportunities, and a sustainable future is aimed at in two countries where the subsidy of the ministry will be phased out. In 2010 around 200 staff members and consultants work for SNV, next to over 50 local capacity development organisations. For more information on SNV, visit our website: [www.snvworld.org](http://www.snvworld.org)

SNV is an international development organisation of Dutch origin with over 40 years of experience in Africa, Asia and Latin America. We are dedicated to a society in which all people enjoy the freedom to pursue their own sustainable development. We contribute to this by strengthening the capacity of local organizations. SNV strives for impact in two areas "Income, Employment and Production" and "Access to Basic Services". At regional and country level we make more specific choices consistent to national poverty reduction strategies aligned to the Millennium Development Goals. SNV is financially supported by the Ministry of Foreign Affairs in the Netherlands and is diversifying its funding base. SNV is present in more than 30 countries in Africa, Asia, Latin America and the Balkans, services over 2000 clients and employs 1400 national and international staff.