

Position Title	Country Manager China
Business Unit	Client Engagement
Manager	General Manager Client Engagement
Direct Reports	Client Engagement Lead
Location	Beijing, China
Role type	1.0 FTE, 2-year fixed term secondment
Significant relationships	<ul style="list-style-type: none"> ■ Members, prospective Members and clients, and strategic partners; local CCS, energy and climate stakeholders ■ Client Engagement, Commercial and Advocacy teams as needed to execute on the local strategy and deliver key messages.

Position purpose

The China Country Manager is responsible for developing and executing policy, advocacy and client engagement strategies to build political and financial support for CCS development in China.

Key responsibilities

- Create, maintain and grow relationships with government stakeholders across ministries and agencies most relevant to climate change and CCS development
- Support and advise government agencies to expand CCS policies and promote CCS deployment in China
- Develop opportunities for the Institute's global executives to engage with high-level Chinese stakeholders
- Lead the implementation and ongoing evolution of the Institute's China strategy, ensuring alignment with strategic priorities
- Act as a designated relationship manager for members, clients and strategic partners
- Develop and lead the execution of work plans to serve key members
- Lead internal communications on local CCS-related activities and trends
- Identify, develop and deliver local Institute-branded CCS community events, such as seminars, webinars and workshops aligned with strategic priorities
- Represent the Institute in engagement with the CCS community in China and enhance the Institute's brand and reputation in China
- Manage local operations and staff
- Other duties as required

Skills and experience

Essential

- Deep knowledge of Chinese political and government structure and policy development processes
- Solid expertise in climate change policies, energy landscape and/or CCS development in China
- Solid understanding of CCS, its components, and policies necessary for deployment
- Demonstrated success in building and navigating government relationships
- Strong communication, advocacy, engagement and presentation skills
- Good written and verbal professional communication skills in English and Chinese

- Bachelor's degree in engineering, sciences or related fields

Desirable

- Advanced degree, e.g. Masters or PhD, in a related field
- Experience in a global, matrix organisation

Values

Our Values define our culture and guide us internally in our day-to-day work. Each Value is supported by examples of positive and negative behaviours. These are examples only and not an exhaustive list of supporting behaviours.

<p>Quality - We strive for excellence in all that we do. For our Members and clients, we are a trusted, knowledgeable and responsive partner known for exceptional advice and service delivery.</p>	
<p>Positive behaviour examples</p> <ul style="list-style-type: none"> — Achieves high standards — Improves the way things are done — Work is accurate and timely — ‘Gets under the skin’ of issues and seeks ways to add value — Uses systems effectively e.g. CRM — Allocates resources appropriately towards achievement of the Institute’s objectives — Shows awareness of task interdependencies and monitors tasks to ensure optimal results 	<p>Negative behaviour examples</p> <ul style="list-style-type: none"> — Misses deadlines — Produces limited or poor quality work output — Work includes inaccuracies or errors — Unresponsive to requests or responses not timely — Provides only what is asked for, without considering requests within broader context — Uninterested in needs of others or improving service performance — Focuses on tasks in isolation, at the expense of other work
<p>Collaboration - We work cooperatively with colleagues, clients and Members. Our teamwork goes beyond organisational and geographic boundaries to achieve exceptional results.</p>	
<p>Positive behaviour examples</p> <ul style="list-style-type: none"> — Proactively and genuinely collaborates with others as a normal way of working — Actively engages with others on their input — Considers a range of perspectives before reaching a conclusion — Approachable and shares information willingly — Actively participates in discussions and is appropriately assertive and sensitive in expressing own opinion — Communicates effectively via appropriate channels — Communicates appropriately for the audience and situation 	<p>Negative behaviour examples</p> <ul style="list-style-type: none"> — Works in isolation, in silos or competitively — Unwilling to collaborate or share information — Limited or no communication to manage expectations — Solicits input late, after a decision has been made or not at all — Feels threatened by those with greater or different knowledge or experience — Undervalues expertise of others — Communication is not tailored to the audience — Unable to convey complex information simply — Communication is ineffective or culturally inappropriate
<p>Integrity - We hold ourselves and each other to the highest standards in all we do and say. Our actions and communications are Member and client-responsive, socially, environmentally and economically responsible, ethical and respectful of diversity.</p>	
<p>Positive behaviour examples</p> <ul style="list-style-type: none"> — Complies with Institute policies and procedures — Is honest and ethical — Respects backgrounds and expertise of others — Treats people fairly, equitably and respectfully — Leads by example – ‘walks the talk’ — Conveys difficult messages effectively and appropriately 	<p>Negative behaviour examples</p> <ul style="list-style-type: none"> — Takes risks without understanding or considering the impact — Blames or makes others responsible for a problem they should deal with themselves — Operates in a political and self-serving manner — Sees cost management as someone else’s responsibility — Avoids tough conversations — Tackles sensitive issues in a public forum where others can overhear — Spreads gossip and speaks unkindly about others