



NEC Consultant

PERMANENT

Department: NEC

Reporting To: General Manager – NEC and Training

Location: Wanchai, Hong Kong

Salary: Competitive



The role: This is a fantastic opportunity for a highly motivated individual to join an established organisation working with a dynamic, progressive and fast growing product. Hong Kong Development Bureau is committed to using NEC for all its Works contracts in 2016 and beyond and the NEC3 contract suite is endorsed by governments and industry worldwide. NEC3 has an unrivalled track record for delivering projects on time and on budget and you can view the range of products we offer our clients here at <https://www.neccontract.com/>

This role reports to the NEC General Manager and is based at the ICE Group offices in Wanchai and will take the lead in managing and developing our NEC business in Hong Kong. The role will deliver both training and consultancy to NEC users in addition to maintaining close links with our customers to ensure a full user support package is available. The successful candidate will also be passionate in promoting the use of NEC to prospective clients and increasing the visibility of the brand throughout the region.

Actions and responsibilities

- Maintain full budget and P&L responsibility for NEC Hong Kong, delivering against revenue and activity targets
- Responsible for identifying and progressing potential business and market opportunities for NEC throughout the region, with responsibility for specifying and commissioning appropriate marketing materials, key client visits and
- Act as a brand ambassador for NEC, delivering high level presentations at various forums and events on the use and benefits of using NEC.
- Attend high level meetings with key stakeholders including Hong Kong Development Bureau and other such influential organisation to advise and provide support on the use of NEC
- Deliver NEC support services direct to Hong Kong market including training, accreditation training, consultancy and advisory services.
- Develop course and training materials as required including development of content, handouts, any interactive material and preparing presentation graphics for PowerPoint or other delivery mechanisms.
- Provide expert guidance in response to queries from members of the Asia Pacific Users' Group and work closely with NEC UK team to develop support packages for Hong Kong community
- Manage and develop the NEC Asia-Pacific Users' Group membership encouraging membership growth

Our Candidate... will have demonstrable experience and significant knowledge of the NEC3 Contract, with a wealth of experience in procurement and contract strategy within Hong Kong. With experience drawn from a background in civil engineering, contract management, infrastructure procurement or quantity surveying, you will be a strategic thinker with lots of ideas, energy and the business and commercial acumen to help build on the success of our products. The ideal candidate will be a great communicator, adept at delivering high level

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presentations as well as training and mentoring individuals in technical disciplines with the presence and gravitas befitting our successful brand.

What is the ICE Group? The ICE Group is made up of the Institution of Civil Engineers (ICE), Thomas Telford Ltd and the ICE Benevolent Fund.

The Institution of Civil Engineers (ICE) is a global membership organisation that promotes and advances civil engineering around the world. Our purpose is to qualify professionals engaged in civil engineering, exchange knowledge and best practice and promote their contribution to society.

Our members help to create the structures and systems that sustain society – the infrastructure that enables us to live our daily lives. Civil engineers are responsible for designing, building, maintaining and improving bridges, roads, airports, canals, docks, hospitals, schools, power stations, railways, flood defences, water supply, waste management facilities and more!

Thomas Telford Ltd (TTL) is our commercial arm, creating specialist products and services for the civil engineering and construction markets. These include books, journals, recruitment and training, as well as best practice, news and networking opportunities. One Great George Street is part of TTL and is the hospitality business responsible for running the award-winning central London conference and wedding venue.

The ICE Benevolent Fund provides advice, support and financial assistance to ICE's current and past members and their families.

Whether it's through providing member services, sharing civil engineering knowledge, selling our products, or providing a high standard of service, everyone involved in ICE Group is committed to creating **the worldwide home of Civil Engineering**.

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