

Head of Oman Office

at the German Industry and Commerce Office (AHK Representative Oman)

Muscat, Oman

The AHK is part of the worldwide network of German Chambers of Commerce Abroad and is tasked with the promotion of bilateral economic and business relations. This is accomplished and conducted through various customer-oriented services, events and export initiatives by the German government and other stakeholders. In addition to this, AHK is a communication and networking platform for its approximately 750 members based in the region and Germany. The German Emirati Joint Council for Industry and Commerce (AHK) in Dubai has a regional responsibility for the countries Oman, Qatar, Kuwait and Pakistan and also maintains offices in Abu Dhabi, Doha and Muscat. In addition, it is closely linked to the Iraq offices, Baghdad and Erbil.

The Head of the Oman Office at the German Industry and Commerce Office (AHK Representative) in Muscat is in charge for overseeing and developing all activities within the Omani market.

Responsibilities and What to Expect:

- Handling all inquiries from German and Omani companies, advising on market entry and promoting the service portfolio of the AHK Representative Office.
- Acquiring and implementing German Government-supported projects.
- Maintaining and expanding long-term business relationships and partnerships with German and Omani organizations within the public and private sector.
- Representing the AHK and German business interests at official events in Oman.
- Developing and implementing programs for business delegations (inbound/outbound).
- Managing and/or cooperating with ongoing German projects and initiatives in Oman.
- Monitoring market potentials.
- Preparing revenue and expenditure forecasts and budgets.
- Handling basic accounting and data management.

Knowledge and Expertise:

- Professional with an academic/educational background in business, political sciences, law or a comparable qualification.
- Minimum of ten (10) years of professional experience, ideally in similar business organizations.
- Excellent spoken and written command of English; German and/or Arabic is an additional asset.

- Strong organizational skills with keen attention to detail and accuracy and managing deadlines effectively.
- Dynamic and self-motivated personality with intercultural sensibility and entrepreneurial spirit.
- Good interpersonal skills and customer-focused approach for interacting with local and international partners.
- Willingness and flexibility to travel to Germany, if needed.

Please send your **full application including your salary expectations** by 10th of June 2025 to:
hr@ahkuae.com.