

Business News

IRC Netherlands

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Hagoort & Partners is the exclusive Dutch member of IRC Global Executive Search Partners. With partner offices in 39 countries IRC became one of the top ten networks in the world. Through this close partnership we are able to serve our clients better in every corner of the world.

"In two months from now the NRC building at the Amsterdam Rokin will be filled with board members, CEO's and leaders from both profit and non profit organisations. At the 4th National Reputation Congress we all will be challenged again how to look after our most important asset: our reputation. I look forward meeting you there!

In case you plan to develop (further) your business activities with Vietnam I'll be pleased to introduce you to our IRC partners with offices in Ho Chi Minh City and in Hanoi. Their market knowledge and search expertise will bring you in touch with leaders who will bring sustainable growth to your business."



Cees Hagoort, Managing Partner

The New Dutch Governance Model

Hagoort & Partners is one of the lead partners in the NewGovernance (NieuwBestuur) model. With executive search expertise we will assess candidates for the new Dutch Governance Model. Mildred Hofkes, Director of BHRM and founder of NewGovernance, developed this model based on her interviews with 100 CEO's. The results were published in the book "Wisseling van de Macht" (Changing Power) in 2009.

Hofkes: "The strategic importance of reputation management is exponentially growing, as does the relevance of reputation within the operational field of the corporate world. Nowadays, the concept of reputation transcends the superficial 'storytelling' campaigns that only cover the exterior aspects of companies and organizations. All stakeholders, from clients to citizens and shareholders to interest groups: each and every one wants to trust and believe in clear and transparently operating directors. We expect from them to be trustworthy in the promises they make to the outside world".

On November 28th the 4th National Reputation Congress will be held in Amsterdam.

Hofkes: " Reputation affects governance in its core and concerns good governance from the inside out. On the congress we will discuss the essential transformation in the top of governing Holland with innovative directors and pioneers.



Mildred Hofkes (NieuwBestuur) and Patrick Westerburger

We will offer appealing best practices, because a good reputation results in economical gain. Reputation is rooted in the turning moment of our society structure“.

For more information about the congress:
<http://www.nieuwbestuur.nl/>

Booming Vietnam

This year Holland is celebrating 40 years of diplomatic relationship with Vietnam. Dutch economic activity were boosted in 2011 when Willem Alexander and Maxima visited the country together with a Dutch business delegation. A counter visit from the Vietnamese vice president to Holland took place in 2012.

We are the largest European investor in Vietnam. Especially in water management and purification, maritime infrastructure, oil & gas and transport & logistics. Dutch exports are growing in machinery, chemicals, food and beverages. Vietnam is the third market in the world for Heineken, after the US and Mexico and is even bigger than in The Netherlands.



Growing market

“Retained search is a growing market in Vietnam” says Simon Fraser, Managing Partner of IRC Vietnam. “Many Vietnam-based companies are discovering they simply don’t have the resources to find the right people to match the business growth.

Often the best suited Vietnamese candidates are living outside Vietnam – in Europe, North America and Australia. These candidates have bargaining power” he adds, “as they generally have good language skills, an education, life skills and work experience – we’re looking for them.” Simon sees immediate growth opportunities in health, education and manufacturing, with banking and finance developing further in the following years. “Japanese and Korean companies are moving from China to Vietnam, finding it more cost-effective for business, especially in manufacturing.”

New Office for MSD

Earlier this year MSD, one of the largest pharmaceutical companies in the world, opened a new office in Hanoi: Jan Van Acker, CEO of MSD Vietnam: *“Despite the general impacts of the economy, Vietnam is still a dynamic and attractive market for foreign companies. Although the past 10 years, there have been many advances in the medical field, but still a significant number of patients do not have access to the health care and medicine in the best way.*

Prior to that fact, we always set out their mission is to provide the difference for patients in Vietnam. With the opening of a new office in Hanoi, Vietnam MSD will have a more favourable position to collaborate with partners and colleagues in the north to meet the needs of the health care particular people and areas in the whole territory of Vietnam in general.”



Simon Fraser (IRC Vietnam) and Patrick Westerburger at MSD.

Royal HaskoningDHV : Dutch pride

It is not difficult to meet Dutch companies with successful track records in Vietnam. We spoke in Ho Chi Minh with Lars Crombach, Managing Director of Royal HaskoningDHV, an international consultancy, engineering and project management service provider.

In Vietnam they have specific expertise centres in Industry, Energy and Mining.

Lars moved to Vietnam after earlier this year. He worked before for Royal Haskoning in The Netherlands and Russia.

The company has been active in Vietnam since 1985. With offices in Ho Chi Minh City and Hanoi they employ about 170 people.

"We combine international standards with local expertise. We have developed a good understanding of the Vietnamese market and common practices.

For Royal HaskoningDHV the integration of local and international staff is vital to the success of any project in Vietnam."



About IRC

IRC Global Executive Search Partners is a market leader in the global executive search industry with a track record of more than 25,000 completed assignments for 1,000+ clients in almost every conceivable industry segment and function. Our clients range from large multinationals to middle market companies that enjoy the advantage of working with leading local firms around the globe, providing them access to expert local market knowledge, the agility and commitment of owner operated firms and the global reach of a strong alliance. With a growing roster of leading executive search firms across Europe, the Middle East, the Americas, Africa, Asia and Australia, IRC Global Executive Search Partners has more than 250 accomplished executive search professionals in 6 continents, 35+ countries, 70+ offices and 40 member firms. Ranked among the world's ten largest executive search alliances, IRC Global Executive Search Partners has been providing consistent and high-performance executive search solutions to its clients for the past nineteen years.

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