

promoting sustainable global trade

hinrich foundation



Knoll - Hinrich Foundation

Talent development partnership 2017-2018

Partnership overview



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Powerful partnership for talent development

Knoll is a leader in the deluxe packaging industry, delivering innovative packaging solutions to luxury global brands since 1984. The company provides premium packaging to the world's most prestigious brands, ensuring high quality, creativity and precise reliability.

Knoll began its collaborating with the Hinrich Foundation in 2016, working to offer one career development opportunity in 2017 to nurture the next generation of talent through immersive international experience.

The Hinrich Foundation advances its mission of promoting sustainable global trade through three interrelated programs: Trade Career Development, Export Trade Assistance and International Trade Research.

The Global Trade Leader Development Program is a partnership program that brings trade industry and university partners together to create immersive career development opportunities for aspiring Global Trade Leaders. Through 2017, the program has fully sponsored university education and employment for 133 aspiring Global Trade Leaders from 12 countries.

This partnership is a powerful skills development, Master's-level education and career path platform helping Knoll to meet its need for next-generation leaders.

The Foundation co-funds and manages the entire process, including marketing, recruiting, shortlisting of candidates, coordination of the work placement, university onboarding, trade-activity engagement, and final career transition. Knoll co-funds the opportunity, selects the candidate, arranges the work-related components and provides mentoring for true career development.

Key metrics

1 Candidate

The program attracts people with a passion for trade, leadership qualities and an aptitude for advanced overseas study. They are committed to embracing the opportunity presented and honoring the accompanying responsibilities as they grow their careers in international trade with Knoll.

Knoll was looking for an energetic, talented Chinese candidate with fluency in English, Mandarin, Cantonese and French – and found that in Juliette Li!

1 Nationality

With operations on three continents and major production in China, Knoll relies on globally-minded thinkers who can effectively collaborate with an international team.

Recruiting a Chinese candidate who was multi-lingual was essential for Knoll, as this kind of skill-set allows for optimal communication between Knoll teams in China, the U.S. and France.

1 University

After Hinrich Foundation's extensive program search, Knoll elected to send their candidate to the Master of Science in Business Management program at Hong Kong Baptist University (HKBU).

HKBU prides itself on an incredible international business education, with their business school having received the "Triple Crown" accreditation from the top 3 business school associations worldwide - EQUIS, AACSB, & AMBA.

Corporate partner



"This partnership is aligned with our goal to 'Nurture the Next Generation of Talent' through recruitment of individuals whom we are proud to develop into trade leaders."

Jeremy Cohen
President & CEO
Knoll

University partner



"We are thrilled to collaborate with both HF & its corporate partners, who prioritize personal development and an inclusive, ethical global mindset for their talented team members!"

Professor Ed Snape
Dean, Business School
Hong Kong Baptist University

For further details, visit hinrichfoundation.com/trade-partnerships or contact the Hinrich Foundation at community.group@hinrichfoundation.com

Global Trade Leader Development Program

www.hinrichfoundation.com www.knollpack.com