

### Romania: The Nearshoring Opportunity

On 23 September, representatives of over 50 multinational companies joined the webinar organised by AHK Romania, CT Executive Search, Elite Searchers and STALFORT.Legal.Tax.Audit, to find out what Romania has to offer in terms of nearshoring, executive recruitment, and business development.

The webinar, titled Focus on **Romania: Economic, Investment, and Recruitment Opportunities** shed more light on the important aspects of doing business in Romania.

**Sebastian Metz**, CEO, [AHK Romania](#) gave an [update on the German-Romanian economic relations](#), highlighting the current opportunities for German companies. He pointed out that Germany is Romania's most important import and export partner, with 43.7% of Germany's investments since 1990 being within the manufacturing industry. He also gave reasons why Romania is the ideal nearshoring partner. Amongst them were the country's membership in the EU, strong business relations with Germany and a well-developed industrial infrastructure.

**Sorina Faier**, Managing Partner, [Elite Searchers](#) then spoke about the current trends in the Romanian labour market. She shed her experiences regarding the new normal – office, remote and hybrid work. She also talked about the sectors currently actively recruiting personnel, as well as the companies' policies regarding COVID-19 vaccinations.

**Christian Tegethoff**, Managing Director and Founder, [CT Executive Search](#) spoke about the company's executive recruitment experiences in Romania. He talked about what's driving the demand for executives, as well as the outlook for the executive recruitment of locals and expatriates. He also shed more light on the HR trends and well as the executive recruitment opportunities in companies who are looking to Romania as a nearshoring partner.

**Christian Weident**, Lawyer, Managing Partner Legal and **Adina Zdru**, Tax Advisor RO, Managing Partner Tax, [STALFORT Legal. Tax. Audit](#) then proceeded to talk about [employment](#) and [tax law](#) in Romania. Topics covered included the current changes in the labour code, short term work, as well as income and corporate tax.

**Catalin Pozdarie**, CEO, [Hervis Sports](#), Romania, then drew the event to a close by talking about the practical aspects of doing business in Romania, shedding more light on Hervis Sports' experience in Romania.

*“Given Romania's highly skilled workforce, proximity to other European markets, and favourable conditions for setting up a business, it is an ideal nearshoring location for Germany and other European countries alike. CT Executive Search continues to work closely with companies doing business in Romania, in identifying the ideal candidates for top management positions. We also work closely with our clients in developing the right HR strategy to ensure that only the best talent is recruited, and proper attention is given to talent development and retention” – says Christian Tegethoff, Managing Director and Founder, CT Executive Search*

CT Executive Search would like to thank Germany Trade and Invest ([GTAI](#)), [Ost-Ausschuss der Deutschen Wirtschaft](#) and Bundesverband mittelständische Wirtschaft ([BVMW](#)) for supporting the webinar as information partners.