



## Member Interview



<b>Name</b>	<b>Marie – Christin Gabel</b>
Nationality	Germany
Hometown	Erfurt
Education	Bachelor of Business Administration (focus on HR), Fachhochschule Furtwangen in Villingen-Schwenningen
In Dubai since	2006
Employer	DePARTer – The German Headhunter
Hobbies	Reading and Dancing
Contact	E: marie-christin.gabel@departer.com LinkedIn: magabel

**Q: Please introduce yourself in a few words.**

**Marie-Christin:** My name is Marie-Christin Gabel. I am German. I am working for the company DePARTer – The German Headhunter. I am originally from Erfurt, a small town in Germany, in Thuringia, of 200,000 inhabitants. But I feel more Dubaiian now because I am here for 14 years. I studied Business Administration with a focus on HR in the southern part of Germany, a place called Villingen-Schwenningen. I worked in Germany before coming to Dubai. My hobbies are reading and dancing. I love to read crime stories and thrillers. Last year, I started taking salsa and bachata classes, Latin American dances. This is mainly where I spend many hours a week.

**Q: Anything that you are particularly proud of?**

**Marie-Christin:** It's always a difficult question. I am happy basically. My friends, family - the private and business life is very stable. I am happy and whatever I dreamt of so far, I have achieved. This is what I am proud of.

**Q: Please tell us more about yourself.**

**Marie-Christin:** I grew up in Erfurt - I am a city girl. I am the only child in the family. I grew up and went to school in Erfurt and then I did my Bachelors in Villingen-Schwenningen. I lived one year in Mexico City and improved my Spanish skills. I always want to go back to Mexico after the study, but I started to work in Germany for one and a half year. I wanted to go again abroad, so I applied for a job in Dubai - that was 14 years ago. I started in Tourism, and worked there for five years. Then I joined my current company nine years ago. Currently I am leading the Dubai office.

**Q: Can you name the company you are working for and also tell us what exactly is the company doing.**

**Marie-Christin:** I am working as a Regional Manager for the company DePARTER – The German Headhunter. We are focusing on recruiting and headhunting for European companies, mainly German speaking companies in the region of Middle East and Africa, Europe and Asia-Pacific. We have three offices in those regions. Heading the Dubai office, we are supporting German, Austrian and Swiss companies with their recruitment needs in middle and upper management positions. In all industries we have a huge candidate network in the region which could be of interest to the members of the Austrian Business Council, to support them with filling their future vacancies.

**Q: What are you doing in day to day basis in your specific role?**

**Marie-Christin:** I am in charge of all tasks of running a company. It starts from Business Development, sales, being in regular customer contact to receive placement orders, support the team and filling the placement orders with the best people in the shortest possible time. My working day is filled with a combination of an operational job and running the business, guiding the strategy.

**Q: It seems obvious that you can help companies and members of the Business Council by filling positions for them but apart from that, is there anything else that you could do for the members of Austrian Business Council?**

**Marie-Christin:** A lot of services around HR, aside from filling their vacant positions. Since last year we offer a salary analysis. We often receive questions from clients such as “Are we paying according to market conditions?”. We compare the companies within the same market segment regarding their salaries in all positions. We offer specific service to the companies going in depths in their payroll system and doing a salary analysis of each employee. We also offer HR Consulting, whatever questions arise concerning HR topics, for either companies that are new in the market and would like to receive information about the Middle East, what to expect, how salary ranges are or how recruitment is here compared to Germany. Or for companies already being in the Middle East having questions regarding HR policies or HR consulting. We are here to support.

**Q: Is there anything else you would like to add?**

**Marie-Christin:** There are two things I would like to add. First, what I learned during the job the last years, besides getting more insights into people's psychology. I think what is very important for all of us, working in a very busy environment, is to focus. Focus on our time in our private and business life. With all the different ways of communicating we might lose our core. It is important that whatever we do, whoever people we spend time with, since time is valuable, that it is efficient and brings us forward. And not to do things just because they might need to be done. Let's ask ourselves, is this the right way? Is what we currently doing bringing us forward? Focus more and use the time efficiently! Speaking about time, I really appreciate the support and the time spent by the entire team of Austrian Business Council in supporting us in all kinds of ways. You are always there for us and connecting the members, for example by offering this video interview. It is an amazing step and I want to thank you and I highly appreciate it.

**Q: Thank you very much. Those are very kind words. I think it is a nice conclusion to our interview. Thank you very much Marie-Christin and hope to have an opportunity to meet up soon again.**