

Profile Dr. Silvia Dehne



Ms Dehne, a German national, holds a PhD in molecular biology. She decided early on to specialise in international business. She received various scholarships that enabled her to relocate to Japan and established a professional career there.

In summary, Ms. Dehne worked for several large Japanese pharmaceutical companies in responsible positions based in Tokyo for over ten years. As a product manager for pharmaceutical companies, she was responsible for the Japanese market, decided on national marketing measures and presented strategies and product information at training courses for the Japanese sales force.

At the same time, she experienced various forms of internationalisation of Japanese companies during this time, starting from strategic alliances and mergers to takeovers.

During her many years of professional activity, Ms. Dehne developed a deep understanding of the Japanese market and the peculiarities of Japanese business practices. Because of this, she was keen to pass on her own experience to German and Japanese managers and junior staff.

In 2008, Ms Dehne took over the position of Managing Director of the NCDG (Nippon Carl Duisberg Gesellschaft) in Tokyo - an organisation for the development of German-Japanese cooperation. Here she conducted a variety of training programmes for German and Japanese managers in cooperation with GIZ (Gesellschaft für Internationale Zusammenarbeit), such as "Developing Japanese Employees for International Competence and Responsibility".

Ms Dehne is a selected alumna for the German Academic Exchange Service's programme "SP China and Japan", one of the largest groups of business-experienced China and Japan experts in Germany.

In 2011, Ms Dehne decided to return to Germany and set up her own business with NGES. The office of NGES is located in Karlsruhe and from here Ms Dehne now continues the existing projects and expands the portfolio with further programme offers for Japanese in Germany. For this purpose, she continues to make regular business trips to Japan.

For many years, Ms Dehne has experienced and lived both the German and Japanese cultures in her private and professional life. This enables her to take both perspectives in her trainings and thus to convey mutual understanding. In her trainings, she places particular emphasis on practical relevance in a business context.

In addition to German, Ms Dehne is fluent in Japanese and English and is happy to conduct her training in these languages.

Ms Dehne is a certified intercultural trainer: dgikt