



# The Danish Embassy in Madrid is looking for two Commercial Advisors to join a dynamic and growing team

TC Spain is part of the Danish Embassy in Madrid and mandated to promote Danish commercial interests in Spain. Most of the demand focuses on Spain, but we work closely with colleagues in Danish embassies in France, Italy, Portugal and Greece. The advisors in TC South Europe are all part of regional sector teams within Tech & Digitalisation, Energy & Environment, Food & Agriculture and Health.

## THE POSITION

The Trade Council is seeking two Commercial Advisors to join the team. You will play a key role in promoting Danish companies by identifying market opportunities, developing business strategies, improving framework conditions, and being responsible for maturing project opportunities by utilizing and developing a network of relevant stakeholders in Spain. One particular focus area will be to identify opportunities within the Spanish recovery plan.

You will work for The Trade Council under the Danish Ministry of Foreign Affairs and be part of a dynamic team of seven trade advisors assisting Danish companies seeking commercial opportunities in Spain. Your main tasks will include, but are not limited to, the following:

- Helping Danish businesses to assess markets in Spain, and assist them in developing effective entry strategies.
- Generate Danish export opportunities in the South Europe region.
- Lead generation and outreach to Denmark- and Spain-based clients.
- Research and prepare digital content, including Spain market insights and sector-specific analysis for Danish companies looking to export to Spain.
- Feasibility Studies, Fact Finding and Partner Search & Development.
- Risk Advisory and Due Diligence.
- Government Relations & Public Affairs.
- Efficiently manage a constantly changing workload covering a large number of clients, within internally and externally driven timeframes.
- Contribute to knowledge creation within TC South Europe and The Trade Council globally, by sharing information and embracing best practice.
- Maintain and build on existing networks of government, industry and company contacts in Spain.

## JOB REQUIREMENTS

- Master's degree within business administration, international trade, marketing, or other commercially oriented graduate degree.
- Minimum 5 years of relevant work experience in client-facing roles, e.g. from a consultancy, marketing department or similar.

- Experience from and network within Energy & Environment, Food & Agriculture and/or the Tech sector in Spain will be an advantage.
- Solid network and good understanding of market dynamics in Spain.
- Proven experience from working with both governmental stakeholders and the private sector.
- Analytical mind-set and ability to think creatively and take a proactive role in achieving work goals and objectives.
- Excellent communication skills, including fluency in English and Spanish. Knowledge of Danish would be an asset.
- Result-oriented, flexible, and open-minded team player.

## WHAT WE OFFER

- A full-time position (37 hours per week) on a local contract with flexible working hours.
- The position will be based at the Danish Embassy in Madrid.
- A dynamic work environment, which offers exciting and challenging tasks with a high degree of responsibility.
- A global role with a lot of contact points within both The Trade Council and stakeholders in Denmark and South Europe.
- Unique access and exposure to large Danish companies and SMEs and a massive learning opportunity.
- The position is subject to security clearance.
- Travel should be expected internally in Spain, to Denmark, and occasionally to other parts of Europe.

## APPLICATION PROCESS

Application deadline: **10 December 2021**. We expect to be conducting the first round of interviews at the Embassy in Madrid on 16 and 17 December 2021.

Please send your entire application in English to [MADAMB@UM.DK](mailto:MADAMB@UM.DK) in one single PDF-file. The application should consist of:

- CV
- Cover letter
- Proof of highest degree
- Recommendation letters, if relevant

Sending CVs only will NOT be considered as an application.

The starting date is **February 1, 2022** or soon thereafter.



## About the Trade Council

The Trade Council is part of the Ministry of Foreign Affairs and assists Danish and international companies with export and investment promotion services. Our export promotion services include export guidance as well as innovation and internationalization solutions for Danish companies looking to expand abroad. The Trade Council has more than 250 Export Advisors, who are working at Denmark's embassies, consulates, and trade offices in more than 70 countries.