



MARKET ENTRY ADVISER TO THE DANISH EMBASSY IN MADRID

Do you want to help Danish companies negatively affected by Brexit regain export opportunities? Do you have knowledge of the Spanish market and previous experience with market entry counselling? Then you might be the person we are looking for.

About the job

With the EU Brexit Adjustment Reserve, the Ministry of Foreign Affairs of Denmark has received funds to help Danish companies negatively affected by Brexit through measures supporting their internationalisation in order to enable new export opportunities in the Spanish market replacing those lost exports due to Brexit.

As a Market Entry Advisor at the Danish Embassy in Madrid you will help these companies by advising them in their entry to the Spanish market. You will support Danish SMEs in their export plans and implementation of their entry to the market or expansion of their current market activities. You will support companies' first contact, initiatives and activities in Spain and help create new growth opportunities for the companies. You will work on the initial first steps at both strategic and operational levels.

Qualifications

- A relevant academic education, e.g. in business development or international relations, or sector specific (e.g. energy).
- In-depth knowledge of the Spanish market.
- Ability to foster close relationships with companies and public authorities, and actively use your network.
- Ability to think long-term and strategically with green conversion and export promotion in mind.
- Experience working in an international environment and/or abroad.
- Knowledge of Danish strongholds and the Danish business environment will be an advantage.
- Fluent written and oral communication skills in Spanish and English. Danish is an advantage but not a requirement.
- You work efficiently on your own, but is also a distinct team player who can work interdisciplinary across ministries and stakeholders.
- Committed, outgoing and results-oriented.
- Able to handle many relationships and projects at the same time - and is good at seeing opportunities and contexts.

Terms of employment

The employment is temporary until the end of 2023 and is subject to allocation of funds from the granting authority. Employment with the Danish Foreign Service also requires security clearance by the Danish Security and Intelligence Service.

You will be employed as a local employee at the Embassy. Salary according to qualifications within a public organization. The position is a 37 h/week as per Danish labour market standards.

Place of work

The position is located at the Danish Embassy in Madrid. You will be part of a team of 8 commercial advisors and sector specialists, as well as 4 interns, within The Trade Council in Spain and be part of the Embassy staff. You will report directly to Head of Trade, Natasha C. Haugsted.

Expected start date

September 1st 2022 or as soon as possible thereafter.

Application

The application deadline is 6 July at 12.00.

Please send your application to madamb@um.dk in one single PDF file, writing "Market Entry Advisor: YOUR NAME" as the title. Your application needs to include an updated CV and a motivated cover letter in English, as well as documentation for highest completed education. Please note that attaching a CV alone is NOT considered an application.

The interviews are expected to take place at the Embassy of Denmark in Madrid in the second half of July.

The Ministry of Foreign Affairs wants to promote equality and diversity. Therefore, everyone interested is encouraged to apply for the position regardless of age, gender, religion and ethnicity.

Contact

If you need further information regarding the job, you are welcome to contact Head of Trade Natashas C. Haugsted by email nathau@um.dk or phone +34 914 321 148.

About the Ministry of Foreign Affairs of Denmark / The Trade Council

The mission of the Ministry of Foreign Affairs is to work for Denmark's interests and values in relation to the surrounding world in a manner that furthers the freedom, security and welfare of Danes in a more peaceful and just world, with development and economic growth for all. The vision of the Ministry of Foreign Affairs includes that we must be widely respected as a competent, efficient, outgoing and service-oriented company, and that we must be an attractive and idea-creating workplace that ensures great employee satisfaction and targeted competence development. Our common values are that we as individuals and as an organisation work on the basis of musicality, openness, professionalism, vigor and job satisfaction. www.um.dk.

The Trade Council is a 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. TC has more than 250 Export advisors, who are working at Denmark's embassies, consulates and trade offices in more than 70 countries.