



COMMERCIAL WATER ADVISOR AT THE DANISH EMBASSY IN SPAIN

Do you have experience with the water and wastewater sector in Spain and Portugal from a utility or from consultancy? Do you have a technical insight and a strong business focus? Do you want to ensure export of Danish water solutions to Spain and Portugal? The Embassy of Denmark in Spain offers an exciting opportunity for the right candidate to position Danish companies and technologies on the Spanish and Portuguese political water agenda.

ABOUT THE POSITION:

Based at the Embassy in Madrid you will be part of a new regional team, the Water Technology Advisory Team (WTA EU), which works with business development for Danish water companies across Europe. The main task is to open doors and assist Danish water technology companies in expanding their activities in the Spanish and Portuguese market, but as part of the WTA EU team also within other selected European countries. The team will work towards improving the Danish export of green technologies targeting the water sector in Spain and Portugal. You will be a part of the Danish Embassy in Madrid, working closely together with a posted Danish water advisor. You will also be working in a team of 12 WTA colleagues based in Copenhagen and in Danish embassies across Europe.

You will play a key role in finding market opportunities, promoting the Danish water model, improving frame conditions and consulting Danish companies in their market strategies and be responsible for maturing project opportunities by utilizing and developing a network of water and wastewater stakeholders in Spain. One of the focus areas is to find opportunities from within the Spanish recovery plan.

MAIN TASKS AND RESPONSIBILITIES AS COMMERCIAL WATER ADVISOR:

- Specializing yourself in the Spanish and Portuguese water sector and assisting Danish companies with market entry
- Mapping and managing key stakeholders in Spain and Portugal
- Research, develop, and present Spanish and Portuguese market strategies, business development strategies, and market intelligence to Danish companies
- Expand the local network in Spain and Portugal and engage in collaborative discussions with water utilities, within irrigation, local and central authorities, associations and consultant engineers
- Work as a link between Spanish and Portuguese customers & stakeholders and Danish partners
- Execute on projects in collaboration with WTA EU

Qualifications:

- BS (minimum) preferably with relevant work experience in business and project development, consulting, etc.
- Deep knowledge of the Spanish and Portuguese water, wastewater and water distribution for irrigation
- Excellent command of Spanish and English (written and spoken). Danish and Portuguese are an advantage, but not a requirement
- Ambitious, efficient, good networking skills and able to handle multiple tasks and work under time pressure
- A high sense of responsibility and ability to work independently



- Experienced user of Microsoft Office (Word, Excel and Power Point)
- A team player, yet able to work independently

Questions and Application Process:

The Danish Embassy in Spain offers a local contract with salary and other conditions regulated according to the “House Agreement” of the Danish Embassy.

The position will be based at the Danish Embassy in Madrid.

The starting date is October 1, 2021 or soon thereafter. The position is on a contract basis and initially offered for a 2-year period (with possible extension). There will be an initial trial period.

Application deadline: **July 22, 2021**. We expect to be holding interviews in August.

Please send your application (CV and cover letter in English, as well as documentation for education) to: MADAMB@UM.DK

Sending CVs only will not be considered as an application.

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.