



Commercial Sector Expert – Food and Agro-technology

The Trade Council of Denmark in Spain is looking for a dedicated and dynamic commercial sector expert to be responsible for Danish businesses' food and agro-technology activities in Spain. The Danish government's EU recovery plan sets some very specific targets for European growth within this sector and aims to increase the competitiveness and profitability of Danish companies by assisting them in expanding their European markets. The position is part of both our global Strategic Sector Team on Food and Agriculture, and The Trade Council. Hence, you will be part of not only TC Spain, but also a regional and global team of food and agricultural advisors around the world.

Your primary responsibility as sector expert will be to advise Danish companies about potential market propositions in Southern Europe and about how to initiate or optimize their business model and sales to the Spanish market on a consultancy basis. Furthermore, you will take the lead on alliance building with Danish companies and trade organizations and get the opportunity to develop strategies and business in collaboration your local, regional and global teams.

Qualifications:

- Experience with strategic food and agro-technology sales, either from a Sales Consultancy/Agency or from a position as Sales Manager in a company doing business development, in particular on "green agro-technology and digital solutions" in Spain.
- Strong ability to identify commercial opportunities and develop relevant export promotion activities.
- Commercial profile with several years of specific international experience.
- A Master's degree in business administration and/or other commercially oriented graduate degree.
- Experience with customer relations ensuring decisive value creation and customer satisfaction.
- Solid understanding of and network within the food and agro-technology sector in Spain.
- Ability to forge tight relations and trust in regards to sales and consultancy tasks.
- Understanding of public sector dynamics.
- Fluency in Spanish and English. Knowledge of Danish an advantage, but not a requirement.

We are looking for:

- You are proactive, resourceful and a strong networker. You are always willing to lend an extra hand to colleagues and put an extra effort to ensure a successful project.
- You are a team-player who values a good working environment with a strong focus on cooperation.
- You are result oriented with a talent for converting opportunities into specific projects.
- You are driven, ambitious and outgoing.

You will be hired by the Danish Embassy in Madrid and be part of the embassy staff, while also reporting directly to the Food and Agricultural team leader, currently the Head of Trade in Spain.

The Trade Council performs consultancy based internationalization services and has a number of shared Key Performance Indicators, including value creation and activity targets.

What we offer:

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.

You will be offered a fixed contract ending on 31 December 2023 with the possibility of extension.

The expected starting date is 1 December 2021, or soon thereafter. Employment with the Embassy requires prior security clearance by the Danish Security and Intelligence Service.

Application deadline:

22 September 2021 at 12:00 noon.

Shortlisted candidates will be invited for an interview shortly after.

About us:

Please send your application (resume and cover letter) to madamb@um.dk marked "Food and Agro Expert: [your name]".

Applications without a cover letter describing your qualifications and motivation for applying will not be considered.

For any questions regarding this position, please contact Head of Trade, Natasha Cvitanich Haugsted through +34 914 321 148 or nathau@um.dk.



About the Embassy/Trade Council of Denmark: The Embassy of Denmark in Spain is a dynamic workplace that represents Denmark's political, commercial and cultural relationship with Spain. We are approximately 20 employees at the Embassy. The Trade Council is the governmental export and investment promotion organisation under the Ministry of Foreign Affairs of Denmark. For further information visit <https://spanien.um.dk/es> and <https://um.dk/en>.

The Ministry of Foreign Affairs of Denmark promotes equality and diversity. Therefore, all qualified and interested persons, regardless of age, sex, religion, ethnicity and sexual orientation, are invited to apply for the position.