



**EMBASSY OF DENMARK**  
*The Trade Council*

## **Digital Sales / E-commerce Commercial Advisor**

The Trade Council of Denmark in Spain is looking for a dedicated and dynamic advisor to be responsible for Danish businesses' Digital Sales activities in Spain. The Danish government's strategy for Digital Growth 2018-2025 aims to increase the competitiveness and profitability of Danish companies by assisting them in the transition to online sales. The position is part of a united Digital Sales/e-commerce effort from The Trade Council, where you will be part of not only your local team but also a global team of 17 Digital Sales/e-commerce advisors in 14 cities around the World.

The Trade Council in Spain is located in Madrid. We are a dynamic team of seven Sector Advisors and Commercial Advisors and Head of Trade in Madrid, together with four trainees. Furthermore, you will be part of our South Europe team with colleagues in our Embassies in Paris, Rome, Greece and Lisbon.

Your primary responsibility as Digital Sales Advisor will be to counsel Danish companies about digital business models & online sales opportunities and advising them about how to initiate or optimize their business model & sales to the Spanish market. Furthermore, you will also get the opportunity to develop strategies and business in collaboration with our sector advisors for both small and large Danish companies. The position has a special focus on SMEs, B2B and B2G.

Digital Sales is an important priority for Denmark, and we want to leverage your experience and existing network in this field.

### **Qualifications:**

- Experience with strategic Digital Sales / E-commerce either from a Digital Marketing/Sales Consultancy/Agency or from a position as Sales Manager or Digital/E-commerce Manager from a company doing online business – preferably 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 network with, and understanding of, e-business 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. Danish is an advantage but not a requirement.



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### **We are looking for:**

- A 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 project's success.
- You are a team-player who values a good working environment with a strong focus on cooperation.
- Result-oriented with a talent for converting opportunities into specific projects.
- Self-driven, proactive and outgoing.

You will be hired at the Danish Embassy in Madrid and be part of the Embassy staff. You will work closely with the other Commercial Advisors and Sector Experts each specialised within one of the following sectors: Digitalisation/Tech, Health, Energy/Energy Efficiency, Food & Agriculture and Water.

### **What we offer:**

The Trade Council performs consultancy-based internationalization services and has a number of shared KPI's, including value creation and activity targets. The position is 37 h/week as per Danish labor market standards. The position has an initial trial period of 6 months.

### **Expected start:**

1. May 2022, or soon thereafter. Employment with the Embassy requires security clearance by the Danish Security and Intelligence Service.

### **Application deadline:**

**Sunday 20 March 2022 at 12:00.**

Shortlisted candidates will be invited for an interview shortly after.

### **About us:**

Please send your application (resume and cover letter) to [Madamb@um.dk](mailto:Madamb@um.dk) marked "Digital Sales Advisor Madrid: "your name".

Applications without a cover letter explaining your motivation will not be considered.

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



### **About the Embassy/Trade Council of Denmark:**

The Embassy of Denmark in Madrid is a dynamic workplace that represents Denmark's political, commercial and cultural relationship with Spain. We are a team of 25 members of the Embassy in Madrid. The Trade Council is the governmental export and investment promotion organization under the Ministry of Foreign Affairs of Denmark. 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. For further information visit <https://spanien.um.dk/es.aspx> and [www.um.dk](http://www.um.dk)