



ROYAL DANISH EMBASSY
The Trade Council Warsaw

WE ARE RECRUITING

BUSINESS DEVELOPER/MARKET ENTRY ADVISOR (HARBOUR DEVELOPMENT/MARITIME/FISH INDUSTRY)

Would you like to help Danish companies to enter into the Polish market for harbour development, marine- and fish- industry development? Are you interested in supporting DK companies' export plans - or expand their current market activities at the Polish market? Do you have an in-depth knowledge of the Polish maritime and fishery sector 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 Polish market replacing those lost exports due to Brexit.

As Market Entry Adviser at the Danish Embassy in Warsaw, you will help companies by advising them about the Polish market. You will support them in their export plans and implementation of either market entry or expansion of current market activities. You will support by conducting market surveys as well as by identifying partners and connecting these with the Danish companies. You might also assist Danish companies with specific challenges within the maritime, fish and harbour development sectors by looking at new sourcing and production capacity or conversion into new sustainable harbour environments etc.

Joining TC Warsaw, you will become part of a strong team counting 17 senior colleagues and 4 students. Some regional co-operation must also be expected. Within the team you will work on assignments both individually as well as assisting senior colleagues in their projects.

Qualifications

- A relevant academic education, e.g. in business or from the specific sector.
- Experience with sales and consulting in an international environment, either through 1 – 2 years on the job market or through student jobs
- In-depth understanding of Polish market condition – preferable within the sectors targeted
- It is an asset with knowledge of Danish stronghold positions - but not a qualifying requirement
- Ability to work towards fulfilling specific KPI's and to develop your own pipeline
- Ability to create close relationships with companies and authorities as well as active use your network
- Excellent written and oral communication skills in Polish and English.
- You must work efficiently on your own, but also be a distinct team player who can work closely with colleagues in the local TC team, and regionally within the CEE

- Ability to handle many relationships and projects at the same time – and talent for spotting 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. All 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 in Warsaw. Salary according to qualifications within a public organisation. 5 weeks of paid annual leave and a flexible Danish working scheme.

Place of work

You will be hired at The Trade Council in Warsaw and be part of the embassy staff and report directly to the Head of Trade in Warsaw. Some travel activity is expected in connection with sales trips to Denmark and around in Poland when implementing projects. All approved travel costs are covered by the embassy.

Expected start date

September 1st 2022 or as soon as possible after depending on the security clearance.

Application

The application deadline is 29 July at 12.00. We look forward to receiving your motivated application and a CV with information on education, previous work, qualifications, language skills and references. Attaching the resumé alone is not considered an application.

The interviews are expected to take place at the Embassy in Warsaw in between the 8th and the 19th of August.

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.

In the application, insert a clause concerning General Data Protection Regulation (GDPR): “I hereby agree to the processing of personal data included in my application for the needs necessary to carry out the recruitment process in accordance to the Regulation (EU) 2016/679 of the European Parliament of the Council of 27 April 2016”

Contact

If you need further information regarding the job you are welcome to contact Head of Trade Nina Hvid Enevoldsen by email nintal@um.dk or tel. no. +4529179327.

About the Ministry of Foreign Affairs/ The Trade Council

The Trade Council is the part of the Ministry of Foreign Affairs that, through advisers at the Danish representations around the world, solves tasks for companies within export, innovation, internationalization and investment promotion.