



Healthcare Senior Commercial Team-leader/Expert

Danish Trade Council in Warsaw

Are you a strong commercial healthcare advisor that thrives in the intersection between the public and the private sector and is passionate about developments within the Polish healthcare sector? Then you might be our new colleague.

About the job

Your main task will be to advise life science companies about Polish market opportunities and political healthcare developments. You will drive the Embassy's healthcare sector and be responsible supporting Danish companies and business organisations exporting to Poland, either through direct market entry or expansion of current market activities. In addition, you will develop longer term healthcare engagement plans and strategies with the Danish healthcare sector in close co-operation with the Ministry of Foreign Affairs experts in Denmark.

Through your strong network capabilities, you will open doors, create valuable partnerships, and compile and generate relevant market knowledge that will improve the strategic decision-making process for the Trade Council's clients.

Joining the Trade Council Warsaw, you will become part of a strong team counting 17 senior colleagues and 4 students delivering high value consultancy services to the Danish business community. You will be a part of the Trade Council's regional co-operation and working closely with the Ministry's experts in Copenhagen. Within the team, you will be a part of the Trade Council's teamleader group. You must be able to drive assignments individually as well as assisting colleagues with their projects.

Qualifications

- We expect your background to include a relevant Master's degree, e.g. commercial, health or policy, and minimum 8 years of working experience preferable with health sector issues.
- You are familiar with Polish Health and Life Science industry
- Demonstrated commercial results and competences are required
- Experience in working with public affairs for healthcare companies, patient organizations or government is a plus, in particular from a DK context
- You are result-oriented and self-motivated, and you appreciate a highly energetic work environment where, you continuously strive to create decisive value for our clients
- You are comfortable working in sales and thrive in building long-term client relations
- As you will be working with both high-level Danish and Polish stakeholders, you need to be fluent in both English and Polish
- Flexibility, openness to new ideas and ability to work independently and as part of a team
- Strong networking and communication skills combined with good humour and ability to work under pressure
- 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 actively use your network
- Ability to handle many relationships and projects at the same time – and talent for spotting opportunities and contexts

Terms of employment

The position is vacant from 1 September 2022. All employment with the Danish Foreign Service also requires security clearance by the Danish Security and Intelligence Service.

You will be employed based on the Polish labour code on the 3 months trial period, followed by a permanent contract 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 trips to Denmark and around in Poland when implementing projects. All approved travel costs are covered by the embassy.

Application

The application deadline is 31st August 2022. We look forward to receiving your motivated application and a CV with information on education, previous work, qualifications, language skills and references sent to the e-mail address wawambjob@um.dk Attaching the resumé alone is not considered an application.

The interviews are expected to take place at the Embassy in Warsaw in between the 5th and the 23rd of September.

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. +48 512 345 78.

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.