



## **Commercial Advisor**

### **Defence & Technology**

The Trade Council of Denmark in Warsaw is looking for a dedicated and pro-active person to assist Danish businesses in Poland in relation to **the defence and technology sectors**.

The Danish government aims to promote Danish companies and technologies through economic diplomacy, benefiting Danish business development, e.g. on defence and different technology solutions – often in strong combination. In this position, you will be a part of the Embassy's Trade Team supported by two global Trade Council sector teams and a regional CEE Team on technology and defence.

Your primary responsibility will be to advise Danish companies about business and sales opportunities or relevant market entry and sales strategies in the Polish market on a consultancy basis. You will be active in encouraging Danish defence and tech companies to join activities of the Danish Embassy in Warsaw or Danish partners. You will be responsible for establishing a solid knowledge about the Danish defence and tech sectors with time. Your role will be to design and execute export promotion programmes presenting Danish strongholds and Denmark as an innovative country and a strong Polish partner. You will also help Danish companies create relevant network via organising sector events in both Poland and Denmark. You will be responsible for organising your everyday work and ensuring a smooth execution of your projects. As a Tech & Defence Sector Manager, you will collaborate with our Defence Attaché and our Political and Communications Department.

#### **Areas of responsibility:**

- Identifying opportunities for sales and development for Danish companies in Poland.
- Preparing export promotion strategies in the field of tech and defence.
- Creating a solid network of key stakeholders in Poland and Denmark for and with Danish companies and industrial partner organisations.
- Developing a strong pipeline of companies willing to engage in the Embassy's projects reaching the yearly KPI and activity target.

#### **Requirements:**

- 4-6 years of professional experience in international sales, consulting or business development from the tech and/or defence industries.
- A degree in business administration or other commercially oriented graduate degree.
- Knowledge of the current Polish policies in the field of digitalisation and defence, strategic priorities, issues affecting these sectors, trends in these sectors
- A broad professional network in Poland and the ability to foster and maintain networks.
- Proven ability to create pro-active business results.
- Good at acquiring new skills, proactive, with a high sense of responsibility.
- Excellent command of Polish and English (written and spoken).



You will be employed by The Trade Council in Poland, which is a part of the Danish Embassy in Warsaw and you will report directly to the Head of the Trade Department. You will work closely with a team of over 12 advisors covering the following sectors: energy & environment, healthcare, agriculture and water management.

**What we offer:** The Trade Council performs consultancy based internationalisation services and has a number of shared KPIs, including value creation and activity targets. Your activity target will be around 650 consultancy hours annually. Moreover, you will be employed as a local employee according to the Polish Labour Code. Your salary will be determined based on your qualifications.

**Expected start:** As soon as possible. Employment at the Embassy requires security clearance by the Danish Security and Intelligence Services.

**Application deadline:** Friday 17<sup>th</sup> of May 2024. Selected Candidates will be invited for an interview shortly after the deadline.

Please send your application (resume and a cover letter) marked "Sector Manager Defence & Tech - Warsaw: [your name]" to [nintal@um.dk](mailto:nintal@um.dk), cc: [wawambjob@um.dk](mailto:wawambjob@um.dk). Applications without a cover letter explaining your motivation will not be considered.

In the application, insert a clause: "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 and of the Council of 27 April 2016."

For any questions regarding this position, please contact Minister Counsellor, Head of Trade, Nina Hvid Enevoldsen on [nintal@um.dk](mailto:nintal@um.dk) or +48512345781.

**Note:** Only candidates selected for an interview will be contacted.

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

The Embassy of Denmark in Warsaw is a dynamic workplace that represents Denmark's political, commercial and cultural relationship with Poland. We are approximately 40 employees at the Warsaw office. The Trade Council is the governmental export and investment promotion organisation 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 [www.polen.um.dk](http://www.polen.um.dk) and [www.um.dk](http://www.um.dk).