



ROYAL DANISH EMBASSY
Warsaw

**COMMERCIAL ADVISOR – ENERGY SECTOR
(District heating and energy efficiency)
DANISH EMBASSY IN WARSAW**

The mission of the Economic Diplomacy Department at the Danish Embassy in Warsaw is to assist Danish businesses in developing and expanding successfully on the Polish market. As a Commercial Advisor you are expected to provide comprehensive advice to Danish companies about opportunities on the Polish market. You will be part of the energy export team at the embassy in Warsaw and the CEE region. Most of your assignments will be focused on the development of strategic level positioning of Danish energy experience and company strongholds. Often using a mixture of public affairs and sales activities and in many cases drawing upon a network in the energy sector and regulators.

Qualifications

- A degree in Political Science, Business Administration, Engineering and/or other commercially oriented graduate degree
- In-depth knowledge of the energy market in Poland, in particular with regard to district heating and energy efficiency in buildings and the industry
- Good understanding of EU regulations, support schemes, the political situation and legislative changes
- Ability to create strategies based on clients' needs
- Experience with B2G and B2B customer relations would be a strong asset
- Proactive, responsible, self-driven and able to work independently as well as a part of a team
- Flexibility in terms of travel
- Excellent communication skills
- Fluency in Polish and English
- High personal culture, ability to work independently

Responsibilities

- Providing value adding advice and services to Danish businesses
- Delivering market research and monitoring development of energy policy in Poland
- Creating public affairs strategies aligned with business goals and local market needs
- Conceptualizing development and implementation of export promotion initiatives
- Building relationships with relevant stakeholders with the aim of implementing projects
- Complying with the annual earning target and other KPIs of the Economic Diplomacy Department
- Developing and coordinating energy related events and trips in Poland and Denmark

Employment Conditions

You will be employed at the Royal Danish Embassy in Warsaw. Salary is in accordance to qualifications including possibility for a minor performance bonus. Employment is viable to Polish labour code and social security system.

Application

Application and CV s should be sent in English to wawambjob@um.dk

Additional information about this position can be obtained by contacting the Minister Counsellor and Head of the Economic and Commercial Department, Ms. Nina Enevoldsen, email: nintal@um.dk,

Application deadline

Please submit your application by 16th of April , 2025.