

Commercial Advisor for the GREEN team at the Danish Embassy in Paris



Position:	Commercial Advisor for the Green Team
Type of employment:	Full time employment (CDI)
Employment period:	As soon as possible after security approval
Location:	Royal Danish Embassy in France / TC Paris 77 Avenue Marceau, 75116 Paris
Deadline for application:	May 3 rd , 2024
	Interviews will be conducted May 7 th , 2024 at the Embassy in Paris

Do you have experience within the energy sector, including a strong network within this sector in France? Do you have technical flair and find it interesting to learn about green technologies? And can you assist Danish green technology providers get a better chance to succeed in France despite regulatory and other market barriers?

Then you might be our new colleague!

The Danish Embassy in Paris is looking for a new colleague to join our green team in the Trade & Economic Diplomacy Department - a department of currently 16 people. The Trade & Economic Diplomacy Department works to increase the cooperation between Denmark and France and hereby generate value, growth and new opportunities for Denmark and the Danish business community. We conduct multiple activities such as seminars, roundtables, workshops and delegation visits to Denmark to engage with French stakeholders and show case Danish learnings and solutions, and we assist companies with market analyses and market entry strategies.

Within the green sector, the Embassy works around promoting Denmark as an international frontrunner in the field of green energy technologies focusing on renewable energy (offshore wind, Power-to-X, biogas and district heating) and smart energy systems/sector coupling. We facilitate knowledge sharing between France and Denmark and strive to add significant value to our partners – both Danish and French – to promote decarbonisation and the green transition.

The position

As a Commercial Advisor in the green team, a major part of your work will be to identify and seek the best way to assist Danish companies succeed on the French market. You will help the companies understand the market and the stakeholders of their interest. You will do market search, partner search and activities that bring the right stakeholders together on subjects within the green agenda. Often you will collaborate with colleagues in the team, but you will also work on your own, managing your own company cases and your own event. You must be capable of working structured and handle several tasks at a time, and like to boost when things sometimes need to move fast. You will work at an operational as well as at a strategic public affairs level, and there are great opportunities to develop your focus areas

and competencies in the role. You must expect to travel several days a Month in France or Denmark primarily, depending on assignments and activities. Working at the Embassy offers many exciting moments with colleagues taking care of each other, playing as a team.

You will...

- Commercially assist Danish companies both on an individual basis and groups of companies within alliances and joint export promotion, using your network and your ability to create new contacts
- Be responsible for meeting KPI-targets on value creation and communication
- Contribute to conceptualising and executing strategies as well as manage logistics of workshops, high-level visits and study tours with a high degree of individual freedom and responsibility
- Be part of a cross sector team working closely with diplomats, political, cultural and trade advisors, and as well as the Danish Ministry of Foreign Affairs HQ, Regional colleagues in South Europe and other inspiring colleagues across the Embassy's different departments
- Be able to form your way of working and be creative in the activities plan, within the scope of your mission

Read more about the Danish Embassy in Paris here: <https://frankrig.um.dk/>

Read more about the Trade Council here: <https://thetradecouncil.dk/>

Your Qualifications:

- Relevant academic education preferable related to energy. Engineering, political science, MBA or similar
- A minimum of 2 years' experience, preferably more, with project management, consultancy tasks and/or work in a French organisation promoting renewable energies
- Ability to conduct meetings with clients independently and to create strategies based on input from clients and relevant stakeholders
- A relevant network within the French energy and environmental sector
- Communication skills and hands-on experience with using social media
- Technical understanding of the various green technologies is an advantage
- Able to handle several tasks and projects at the same time
- Ability to work efficiently on your own, but also a distinct team player who can work interdisciplinary across departments and stakeholders
- Knowledge of Danish stronghold positions within the green sector and experience with cooperation between the private and public sector are a plus. If you do not have this, you will need to be a fast learner.
- French fluency, excellent written and verbal English. Understanding of Danish is a plus

The Danish Embassy in Paris aspires to excellence in our performance. We take pride in delivering decisive value to Denmark and Danish companies through a strong team spirit, professional competence and a creative, open-minded work environment. We are looking for a colleague who lives by the same virtues.

Employment conditions

The Danish Embassy is a modern workplace in Danish tradition with a focus and priority on work-life balance and professional development.

We offer:

- CDI with start as soon as possible depending on security clearance
- 35 Hours work week with flexible working hours on a local contract
- 5 weeks of paid holiday per year
- Annually Salary Range depending on qualification and relevant experience: 45.000-62.000 € gross salary (ex. Labour market contributions and income tax)
- Competence development activities in both Denmark and France

Please note the contract will be subject to French labor market law, with some exceptions due to the Diplomatic status of the Embassy.

Application and recruitment process

To apply for the positions, please send a targeted and motivated application and a CV containing information about education, previous work experience and other qualifications and references to parhan@um.dk no later than May 3rd, 2024.

For any questions not answered on the advertisement, please contact:

Jimmy Sell

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Karen-Luise Johansen Geslin

Teamleader & Sector Expert at karges@um.dk, tel.: +33 1 44 31 2118

The Embassy of Denmark in Paris attaches great importance to equal opportunities for all and therefore welcomes applications from all qualified persons regardless of race, sex, religion, age or disability. The chosen candidate must present a "No Criminal Record" and pass security clearance by the Danish authorities prior to employment.