



International Business Advisor - CLEANTECH (Paris, France)

Invest in Denmark is looking for an ambitious and results-driven person with background in the Cleantech sector or consultancy to strengthen our investment promotion activities in France. Your main tasks will be to attract foreign direct investments into Denmark and promote Danish interests within the Cleantech area.

You will be based at the Royal Danish Embassy of Denmark in Paris and report directly to the Regional Director of Europe who is based in Copenhagen. As a member of our European team of 8 experienced business advisors (placed in Oslo, London and Munich), you will be part of our global organization of 60 colleagues working with investment promotion. Close cooperation with export commercial advisors at the embassy can also be expected.

Accession date

01/08/2024

Workplace

Paris

Work hours

Full time

Position

International
Business Advisor
- Cleantech

Areas of responsibility

Invest In Denmark has a strategic focus on Cleantech, in particular Power-t-X, CCUS, Energystorage, Windenergy, Green Energy and Green Maritime. Your main task as International Business Advisor is to attract foreign companies to select Denmark as their location for future business or research activities. You will collaborate closely with colleagues placed at the Ministry of Foreign Affairs in Denmark. Your task amongst others will include:

- Analysis of the Cleantech sector in France including identifying key company targets and business trends.
- Preparation of convincing sales pitches and proactive promotion-activities of Denmark as the best destination to invest in. Matching value propositions in Denmark with business strategies of the foreign investors.
- Creating a solid network of key stakeholders on the market to cooperate with on investment promotion.

- Developing and maintaining a sufficient pipeline of potential investors in order to reach the yearly KPIs for attracting investment to Denmark.
- Contributing to crosscutting events and projects between invest- and export promotion and innovation strengthening synergy between the different departments of the ministry and in particular at the Embassy.
- Communication and marketing activities that promotes Denmark as an attractive investment destination.
- Providing sector insight and knowledge of relevance for the Embassy's handling of Danish interests within Cleantech.

Your profile

We expect that you have a master's degree in business, economics, IT or relevant STEM and that you have a strong commercial and technical mind-set. Moreover, the ideal candidate:

- Has at least 4 years of experience working for or within the Cleantech sector or similar knowledge-intensive sectors.
- Has documented international sales, consulting or business development experience.
- Has a thorough understanding of company strategies, innovation trends and technologies.
- Is fluent in English and French, both written and spoken. Danish is also an advantage.
- Has a broad professional network at an appropriate level in France.

Personal Characteristics

- Results-oriented approach.
- Ability to interact persuasively at management level.
- A positive, open-minded, pro-active, and creative approach to handling of assignments.
- Dedicated team player with a high sense of responsibility.
- Ability to foster and maintain networks.
- Ability to work independently and efficiently.
- Flexible and ready to adapt to the changing needs of Invest in Denmark.

We offer

- A chance to strengthening your professional network at high decision-level
- An international, exciting and dynamic work environment.
- Travelling inside France, within Europe and occasional visits to Denmark.
- Collaborating with commercial colleagues across Europe and with Invest in Denmark's sector teams in Denmark.
- Development of your professional and personal competences.
- A large degree of self-dependence.

Employment Conditions

- You will be offered full time employment and will be employed as a local employee at the Embassy.
- The standard work week at the Embassy is 37 hours. You will have a large degree of flexibility in organizing your own daily working hours.
- You will be entitled to 5 weeks (25 working days) of paid holiday per year plus 10-12 public holidays (depending on the calendar year).
- Your salary will reflect your qualifications, relevant experience and proven work-related results.

Application and Recruitment Process

To apply for the position, please send your application (including cover letter, CV and references) in English to Invest in Denmark: lautho@um.dk. Please title the subject line: "Business Advisor France and your name.

Application deadline is 24 June at 10:00 am:

We will be reviewing applications on a running basis and plan to conduct 1st and 2nd interviews in English through video conferencing.

The Embassy attaches great importance to equal opportunities for all and therefore welcomes applications from all qualified persons regardless of nationality, race, sex, religion, age or disability.

The chosen candidate must pass security clearance by the Danish authorities prior to appointment.

Questions

For any questions regarding the position, please contact Market Director for Europe at Invest in Denmark, Laura Thorborg, lautho@um.dk / tel. +453392 0950 or Head of Trade Department, Jimmy Sell, jimsel@um.dk / tel. +33 14431 2121.

About us

Invest in Denmark is part of the Danish Trade Council, a division of the Ministry of Foreign Affairs of Denmark. Invest in Denmark is the Danish Government's official investment promotion organization which, in close cooperation with Danish partners, works to attract foreign companies to Denmark especially in the knowledge- and technology-intensive areas of Tech, Life Sciences and Cleantech.

For more information about the Invest in Denmark, please visit <https://investindk.com/>