



## **International Business Advisor – Promoting investments to Denmark within Life Science, in particular within Biotech & Pharma, and MedTech & Digital Health (Paris, France)**

Invest in Denmark is looking for an ambitious and results-driven person with insight into the Life Science sector to strengthen our investment promotion activities in France as well as other European countries on ad hoc basis. Your main tasks will be to promote and attract foreign direct investments into Denmark within Life Science.

You will be based at the Royal Danish Embassy in Paris and report directly to the Regional Director of Europe who is based in Copenhagen. As a member of our European team of 9 experienced business advisors (one of them are placed in Paris), you will be part of our global organization of 60 colleagues working with investment promotion.

### **Areas of responsibility**

Invest In Denmark has a strategic focus on Life Science, in particular Biotech & Pharma, and MedTech & Digital Health. 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 Life Science 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.
- Contribute to a close collaboration with the team in Denmark in order to provide the best service and information to potential investors.
- Creating a solid network of key stakeholders 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, export 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.

### **Accession date**

01/10/2024 or soonest possible hereafter

### **Workplace**

Paris

### **Work hours**

Full time

### **Position**

International Business Advisor – Life Science

## **Your profile**

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

- Has at least 5 years of experience working for or within the Life Science sector or similar knowledge-intensive sector.
- Has documented international sales, consulting or business development experience.
- Has a thorough understanding of company strategies, innovation trends and technologies.
- Is fluent in English, 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 good at obtaining new skills and knowledge.
- Dedicated team player with a high sense of responsibility. But at the same time with strong ability to work independently.
- Ability to foster and maintain networks.
- Flexible and ready to adapt to the changing needs of a political run organisation as Invest in Denmark.

## **We offer**

- An international, exciting and dynamic work environment.
- Travelling inside France, within Europe and occasional visits to Denmark.
- Collaborating with commercial colleagues in Paris, 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 workweek 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 the Danish Embassy in France. Please title the subject line: "Business Advisor Paris and your name".

### *Application deadline is 8 August:*

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

The Danish 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 final contract signing and appointment.

### **Questions**

For any questions regarding the position, please contact Market Director for Europe at Invest in Denmark, Laura Thorborg, [lautho@um.dk](mailto:lautho@um.dk) / tel. +453392 0950 or Head of Trade at the Royal Danish Embassy, Jimmy Sell, [jimsel@um.dk](mailto:jimsel@um.dk) / tel. +44 (0) 144 31 2125.

### **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 & Food and CleanTech.

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