

## Commercial advisor for the TECH /DEFENSE team at the Danish Embassy in Paris



**Positions:** Commercial Advisor for the Tech / Defence Team

**Type of employment:** Full time employment (CDI)

**Employment period:** January 1<sup>st</sup> 2024 or as soon as possible after security approval

**Location:** Royal Danish Embassy in France / TC Paris  
77 Avenue Marceau, 75116 Paris

**Deadline for application:** November 24<sup>th</sup>, 2023  
Applications are reviewed and interviews conducted on a recurrent basis.

---

We are living in an increasingly changing world where geopolitical developments has resulted in unprecedented investment in defence and security. The boundaries between defence companies, dual use companies and civilian companies are increasingly fluid. In Denmark, we have a strong and internationally oriented tech and defence industry and it is the declared goal of the Danish government to strengthen the export and international cooperation as it forms the basis for the operative cooperation with Danish alliance partners.

On this background the Embassy of Denmark in Paris is looking to hire a dynamic and dedicated Commercial Adviser to join the Embassy Trade department currently comprising 16 people. The position is placed in the Tech/Defense Team.

The Trade Department creates value for Danish companies conceptualizing and executing different types of activities such as market studies and market entry strategies, partner searches, stakeholder management and public affairs, PR activities, awareness raising and B2B events, delegations to and from Denmark etc.

### The position

As Commercial Advisor in the Tech/Defense team, you will support Danish companies in their engagement with French authorities, organizations and enterprises aiming at supporting their entry into the French market or the expansion of their current activities in France in the tech and defense area. In this position, you will work closely with the Defense department identifying and promoting Danish solutions towards the French eco system thus creating new growth opportunities for the companies. You will work at strategic as well as operational level. The position will be approximately 50/50 between tech and defense activities with focus placed on emerging and dual use technologies.

You will

- Conceptualize and execute strategies and concrete activities with a high degree of individual freedom and responsibility
- Be responsible for meeting KPI-targets on client portfolio and value creation and evaluated and rewarded accordingly

- Work in a dynamic environment which rewards initiative, collaboration and results
- Be part of a cross sector team working closely with diplomats, trade counselors, press advisors and other inspiring colleagues
- Gain in-depth knowledge of doing business in France, Denmark and South Europe including travel in France, the region and Denmark

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

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

### **Qualifications:**

- Experience with doing business in France
- Knowledge of Danish stronghold positions within the tech and defence sector
- Ability to identify commercial opportunities, develop go to market/market development strategies and create close relationships with companies and authorities
- Extensive network and relations in Denmark and /or France within defense and tech sectors
- Able to handle several projects at the same time - and good at seeing opportunities and contexts
- Experience with consultancy tasks and methodology
- Ability to work efficiently on your own, but also a distinct team player who can work interdisciplinary across ministries and stakeholders
- Master's degree in business administration and/or other commercially/public affairs oriented graduate degree
- Excellent written and verbal French, fluency in English. Knowledge of Danish or another Scandinavian language is a plus, but not a requirement.
- Experience from the defense or tech sector is an advantage

The Danish Embassy in Paris aspires to excellence in our commercial performance. We take pride in delivering decisive value to our clients 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 preferable January 1<sup>st</sup> 2024 or as soon as possible thereafter depending on security clearance
- Working hours of 37 hours per week with flexible working hours
- 5 weeks of paid holiday per year
- Salary according to qualifications and relevant experience
- Competence development activities in both Denmark and France

Please note the contract will be subject to French labor market law.

### **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](mailto:parhan@um.dk) no later than November 24<sup>th</sup> 2023. Applications are reviewed and interviews conducted on a recurrent basis.

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

Jimmy Sell

Head of Trade and Director Economic Diplomacy at [jimsell@um.dk](mailto:jimsell@um.dk), tel.: 06 3263 7654

Berit Frederiksen Leloup

Teamleader & Senior Commercial Advisor Tech/Defence at [berlel@um.dk](mailto:berlel@um.dk), tel.: 07 8566 1642

*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.*