



**ROYAL DANISH
CONSULATE GENERAL**
The Trade Council

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Address: O'Connell Street 1,
Level 33, 2000 Sydney, NSW

TRADE ADVISOR

TRADE COUNCIL OF DENMARK,
SYDNEY

**POSITION VACANT
Q1 2023**

Are you interested in an international career working in a dynamic workplace?

Do you want to assist Danish companies making their mark in Australia and New Zealand - then perhaps you are our new Trade Advisor!

Based at the Royal Danish Consulate General in Sydney you will support Danish companies by creating business opportunities and promoting their services in Australia and New Zealand. As part of our Trade Team, most of your projects will evolve around business development and strategic consulting by utilizing and expanding our existing network of stakeholders in several industries and across the two countries.



JOB DESCRIPTION

- The Trade Advisor will assist Danish companies in investigating their potential and giving them advice on how to enter or expand in Australia / New Zealand within various sectors.
- In cooperation with the Danish firms, you will develop the companies' go-to-market or market expansion strategy depending on the companies, individual regional experience.
- Following strategy and action plan, you will also be responsible for the operational execution of the strategies, ensuring qualified lead generation for the Danes. You will do this by opening doors to potential customers and stakeholders in Australia and New Zealand, and introducing the Danish companies, their products and services.
- You will be part of a dynamic and energetic team who continuously strive to work smarter to promote Danish solutions and services within export to Australia and New Zealand.
- Your performance indicators are monitored and set by individual yearly targets.

REQUIRED QUALIFICATIONS

- An education or work experience - preferably in project development, consulting or sales.
- A strong ability to drive projects on your own.
- A good business and public network within Australia and/or New Zealand.
- An ambitious, outgoing, and result-oriented approach with good coordination skills.
- Have an excellent command of English (written and spoken).
- Work efficiently, both on your own and in collaboration with others.
- Have a strong analytic mind, outgoing personality, as well as the willingness and ability to travel to Denmark and within the region
- Reside in Australia, have Australian citizenship or residency or valid work permission.

EMPLOYMENT CONDITIONS

- We offer full time employment for 2 years on a local contract with the possibility of extension.
- Your standard working hours will be 38 hours per week.
- You will be entitled to 25 days of paid vacation per year.
- Your salary will reflect your qualifications, relevant experience, and proven work-related results.
- You will be offered a reasonable coverage of sickness expenses.
- Benefits and other conditions apply according to our Local Staff Handbook.

APPLICATION AND RECRUITMENT PROCESS

To apply for the position, please send your application (cover letter, CV, proof of relevant education, recommendations, and 2-3 references and proof of Australian citizenship, residency or work permission in English to Ulrik Friis Dahl at sydhkt@um.dk mark as "Trade Advisor Trade Council, Sydney" no later than 15/01/2023.

The Royal Danish Consulate/Trade Council in Sydney embraces equal opportunities for all and therefore welcomes applications from all qualified persons regardless of race, sex, religion, age or disability. We will invite selected candidates for an interview. Date of employment is to be determined. The chosen candidate must be able to present a "No Criminal Record" and pass security clearance by the Danish authorities prior to appointment.

ABOUT US

The Royal Danish Consulate General/Trade Council in Sydney is part of the Danish Ministry of Foreign Affairs. It is an ambitious, high-paced and dynamic workplace with approximately 11 employees. For more information about the Trade Council in Sydney, see our homepage www.australia.um.dk

