



**ROYAL DANISH
CONSULATE GENERAL**
The Trade Council

Email: sydhkt@um.dk
Website: <https://australien.um.dk>

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

Sector Expert - Renewable Energy

Experience with Economic Diplomacy

Trade Council of Denmark, Sydney

POSITION VACANT Q2 2024

Are you interested in an international career working in a small dynamic workplace and do you have strong competencies within Trade and Economic Diplomacy?

Do you want to make an impactful contribution to the green transition in Australia and at the same time assist Danish companies - then perhaps you are our new Sector Expert.

Based at the Royal Danish Consulate General / Trade Council in Sydney you will support Danish companies by creating business opportunities and promoting their services in Australia. 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 the industry. Your focus will be within renewable energy sector.



JOB DESCRIPTION

- The Sector Expert will assist Danish companies in investigating their potential and giving them advice on how to enter or expand in Australia.
- Your focus will be primarily within renewable energy.
- 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 be responsible for the operational execution of the strategies, ensuring qualified lead generation for the Danish companies. You will do this by opening doors to potential customers and stakeholders in Australia and New Zealand, and introducing the Danish companies, their value proposition, products and services.
- Strategically work to develop the sector by building relationships and opportunities on local, state and government level.
- 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.

REQUIRED QUALIFICATIONS

- Relevant education and 3-5 years' work experience – preferably in economic diplomacy, project development, consulting or sales.
- A strong ability to drive projects on your own.
- Supporting Global Public Affairs and Economic Diplomacy in the region within the sector.
- Foster strategic partnerships with Danish and Australian stakeholders within the sector.
- 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 Oceania.
- Preferably reside in Australia, have Australian citizenship, -residency or valid work permit.
- If the applicant is applying from outside Australia / New Zealand the process and visa application is to be discussed separately from this application.

EMPLOYMENT CONDITIONS

- We offer full time employment on a local contract.
- Your standard working hours will be 37 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.
- A level of travel activity is required domestically/Denmark
- 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, 2-3 references and proof of Australian citizenship, residency or work permit) in English to Ulrik Dahl at sydhkt@um.dk mark as "Sector Expert " **no later than 1/3/24.**

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, depending on security clearance and proof of working permit/visa requirements.

The chosen candidate must be able to present a "No Criminal Record" and pass security clearance by the Danish authorities prior to appointment. The listed references will only be contacted upon approval by the applicant.

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 11 employees. For more information about the Trade Council in Sydney, see our homepage: <https://australien.um.dk/EN>

