



JUNIOR COMMERCIAL ADVISOR (AGRIBUSINESS) TO THE CONSULATE GENERAL OF DENMARK IN CHICAGO

Do you want to assist Danish companies with export to North America? Are you excited about sustainable solutions for the agricultural sector? Do you thrive in an environment with a broad range of stakeholders and with a routine where no day is the same? Then perhaps you are our future Junior Commercial Advisor in Chicago.

The Danish Trade Council in North America (“TC”) is experiencing a steady increase in the need to support and grow Danish companies’ business development efforts in the North American agribusiness sector. At the same time, Covid-19 and its challenges is more than ever requiring TC to rethink how we best service the Danish companies in local markets.

In North America we are ready to turn these challenges into opportunities and are therefore seeking to expand the team in Chicago with a dedicated Junior Commercial Advisor to support and advance TC’s initiatives.

Job description

Based in Chicago, you will be part of the Food, Agriculture and Fisheries Industry Team in North America and will additionally be working with colleagues in Washington, D.C., Silicon Valley, Houston, and Toronto.

As a TC team member, you will be focused on assisting Danish companies entering or expanding in the North American market and promoting Danish strongholds and solutions within food and agriculture to the North American partners and industry professionals

In this role your primary focus will be:

- Development and execution of export promotion activities for Danish companies in the primary sector.
- Execution of individual business development engagements with Danish companies interested in the U.S. agricultural sector. This may include but is not limited to strategic analysis, stakeholder management and supporting sales activities.
- Building relevant network and partnerships in Denmark and the U.S. to support Danish government and company interests.

Required qualifications

- A master's degree in business administration, agricultural economics or similar and/or other relevant work experience
- Commercial mindset with an understanding of the interlinkage between business and politics.
- Strong interest in sustainable solutions to promote a green transition of the ag sector
- Fluency in English and Danish.
- Well-versed in MS Office (Word, Excel, PowerPoint, etc.)



Desired qualifications

- Knowledge of and/or experience from the U.S. and/or Danish food and ag sector
- Experience from consultancy
- Experience from an international environment

Personal characteristics

The candidate should possess an independent drive along with a positive, proactive attitude when engaging in new tasks. The ideal candidate has strong analytical skills, while possessing curiosity and creativity. Being open, credible and observant are important personal characteristics, just as the ability to manage relations with a broad range of stakeholders, from government officials to Danish clients and local farmers, is essential. As the work pace is subject to fluctuation, the candidate should be able to maintain a clear perspective and a flexible mindset in stressful situations. Equally being able to manage and track activities in parallel is critical to succeed in this role.

We offer

- An international and dynamic work environment where we strive to deliver exceptional client service, support each other, work smart and have fun.
- Frequent travel activities in the U.S. and occasional visits to Denmark.
- The opportunity to build your own portfolio of Danish clients and network of U.S. stakeholders.
- Development of your professional skillset and personal competences in one of Denmark's most important export markets.
- A large degree of independence in planning your day-to-day work.

About the Consulate General

You will be hired as a part of the Trade Department at the Danish Consulate General in Chicago, and be included in the Consulate General's staff team consisting of 14 employees. You will refer to the team leader of the agribusiness team in Chicago. The Trade Council in North America consists of 50 employees in total and represents missions in New York, Washington D.C., Houston, Chicago, Toronto and Silicon Valley. In collaboration the missions covers the sectors: Energy and Environment, Tech, Health, Urban Solutions, and Food & Agriculture.

Expected Start

September 1, 2020 or as soon as possible after this date. The employment requires a security approval from the Danish authorities.

Application

Application deadline is Sunday, July 5 2020 and must be sent to ordgkl@um.dk. Selected candidates will be called in for interviews in the second week of July. The interviews will take place via Skype/video link.

Equality

The Trade Council wants to promote equality and diversity. Therefore, everybody is encouraged to apply for the position regardless of age, sex, religion, and ethnicity.



Contact

You can read about The Trade Council on <https://thetradecouncil.dk/> and about the Ministry's Export Promotion efforts in North America on <http://usa.um.dk/>. You can get further information about the position by contacting team leader of agribusiness Mette Sivebæk Knudsen, mesknu@um.dk.

Conditions

The Trade Council conducts paid export consulting with common result goals tied to the position, such as value creation and key performance indicators.

You will be locally hired at the Consulate General Council in Chicago on a 2-year contract with the possibility of extension. Salary and hiring conditions are in accordance with the Ministry of Foreign Affairs' "Local Salary Policy" with a starting point of your professional experience and qualifications.

About Us

The Ministry of Foreign Affairs' mission is to work for Denmark's interests and values on the global scale, in a way that promotes Danish citizens' freedom, safety, and prosperity as well as promoting a more peaceful and righteous world with development and economic growth for all. The Ministry of Foreign Affairs' vision includes that we need to be respected widely as a competent, effective, outgoing and service-minded company. We want to be an attractive and innovative work place that strives to have satisfied employees with the opportunity of strategic competence development. Our common values are that we as individuals and organization work on the foundation of musicality, openness, professionalism, drive, and job satisfaction.

The Ministry of Foreign Affairs – The Trade Council opens doors for Danish companies to markets all over the world. As a Trade Council employee, you will have an international daily life between business and diplomacy. Hereby, you will contribute to creating excess value for Denmark and pave the way for international growth in the Danish business community. The Trade Council has more than 250 export advisors who work at the Danish embassies and Consulate Generals in more than 60 countries, excluding six innovations centers.