



**EMBASSY OF DENMARK**  
*Accra*

## **COMMERCIAL ADVISOR AT THE EMBASSY OF DENMARK**

**Position:** Commercial Advisor

**Type of employment:** Full time – One-year contract with possibility of permanent employment based on performance

**Starting date:** 1 August 2021 (or as soon as possible)

**Location:** Embassy of Denmark, 67 Dr. Isert Rd., North Ridge, Accra

**Deadline for application:** 24 May 2021

Do you want to work with international business development at the intersection of business and politics with a focus on tech and digitalisation? The Embassy of Denmark is looking for an ambitious Commercial Advisor to join our trade team. The Commercial Advisor will support the Trade Team in promoting Danish export and investments in Ghana and the broader West African region.

You will become part of a dedicated team at the Embassy and work closely with our regional colleagues in Sub-Saharan Africa as part of the Trade Council of Denmark, which is the Danish Ministry of Foreign Affairs' export promotion arm. We provide consultancy services to Danish companies with commercial activities in Ghana and the region and work with a number of Danish and local partners across the public and private sectors to increase trade between Denmark and Ghana.

You will work across a range of sectors, but with a particular focus on tech and digital solutions. You will be responsible for driving our market development within tech and digital and identify areas with a strong match between Danish solutions and needs in Ghana (such as e-commerce, FinTech, GovTech etc). Denmark has an ambitious green agenda and you will also assist in exploring opportunities for green commercial collaboration.

### **Your main tasks and responsibilities**

- Provide consultancy services to Danish companies tailored to their needs and the opportunities in Ghana and the region (e.g. market research, stakeholder mappings and engagement, partner searches, marketing etc.)
- Drive business development in areas of Danish and Ghanaian strongholds with a special focus on tech & digitalisation
- Maintain and develop a strategic network to identify concrete opportunities for commercial collaboration
- Work with Government and Public Affairs and facilitate high-level visits to Ghana
- Plan and execute company events and business delegations between Denmark and Ghana
- Promote local market opportunities towards Danish companies (SoMe, webinars etc).
- Contribute towards Danish Trade Council cooperation in Africa and participate in regional industry teams and regional strategic projects

### **Required qualifications**

- A degree in Business Development, International Marketing, Economics, MBA or similar
- Solid business experience and experience in engaging with stakeholders and decision-makers at the top levels of both the private and public sector

- At least 5 years of relevant professional experience with progressing responsibility
- You have a commercial mind-set, but can also work with government stakeholders
- Strong network in the Ghanaian business community
- Excellent communication skills and ability to make professional presentations
- International exposure and proven cross-cultural work experience
- Ability to work results-oriented with KPIs and an individual/regional activity target
- Fluency in English - speaking and writing
- Full IT-proficiency, including Microsoft Office Suite
- Proactive, creative, outgoing team player who is also able to work independently, as well as being persistent, adaptable, results-oriented and an effective cross-cultural communicator

### **Desired qualifications**

- Specific expertise from the tech sector, digitalisation, ICT, telecom industry or similar
- Language competence in French is an advantage

### **We offer**

- An exciting, inter-cultural and dynamic work environment with a wide range of tasks
- Great opportunities for development of your professional and personal competences and building networks
- A dynamic and fast-paced work place, with a team characterised by an informal tone and a “can do” attitude
- Strong focus on work-life balance with a 40 hour work week, flex-time and 25 paid leave days per calendar year

### **Employment conditions**

- You will be offered full-time employment on a local contract. The initial period of employment will be one year with the possibility of promotion to Senior Commercial Advisor after one year subject to performance
- Your salary will consist of base salary plus potential for annual bonus based on performance and will be subject to adjustment after one year
- You and your immediate family will be offered a medical insurance package
- The position will include regular regional and international travel and you will have annual targets and KPIs to meet

### **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) in English to the Embassy of Denmark, email: [accamb@um.dk](mailto:accamb@um.dk) marked in subject line “Application – Commercial Advisor – Embassy of Denmark” no later than 24 May at 23:59.

The Embassy is committed to equal opportunities for all and therefore welcomes applications from all qualified persons regardless of ethnicity, sex, religion, age or disability.

Selected candidates will be invited for interviews, which are expected to take place in the week beginning on the 31<sup>st</sup> of May. Only short-listed applicants will be contacted by the Embassy of Denmark. The chosen candidate must present a “No Criminal Record” and pass security clearance by the Danish authorities prior to formal appointment.

### **Questions**

For any questions, please contact Head of Trade, Naja Moller Jorgensen: [najior@um.dk](mailto:najior@um.dk)

**About us**

The Embassy of Denmark is part of the Ministry of Foreign Affairs of Denmark. The Embassy covers Ghana and accredited countries Côte d'Ivoire, Liberia, Sierra Leone, Guinea Conakry, and Togo. The Embassy is an ambitious, high-paced and dynamic workplace with a mix of staff posted from the Danish Ministry of Foreign Affairs and locally recruited staff. The Trade Council team is an integrated part of the Embassy of Denmark dedicated to assisting Danish companies with exports and international trade.

About the Trade Council of Denmark: [www.thetradecouncil.dk/en](http://www.thetradecouncil.dk/en)

About The Trade Council in Sub-Saharan Africa:

<https://www.linkedin.com/company/tradecouncilofdenmarkssa>

About the Embassy: [www.ghana.um.dk](http://www.ghana.um.dk)