



EMBASSY OF DENMARK
Accra

COMMERCIAL ADVISER FOR TECH & DIGITALISATION AT THE EMBASSY OF DENMARK

Position: Commercial Adviser
Type of employment: Full time
Starting date: 1 April 2023 (or as soon as possible)
Location: Embassy of Denmark, 67 Dr. Isert Rd., North Ridge, Accra
Deadline for application: 5 February 2023

Are you interested in 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/priorities in Ghana (such as GovTech, FinTech, HealthTech 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 and digitalisation
- Develop and maintain 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 the Danish companies (SoMe, webinars etc).
- Lead the regional Trade Council team for Tech & Digital as well as regional strategic projects

Required qualifications

- A degree in Business Development, International Marketing, Economics, MBA or similar
- At least 5 years of professional experience with progressing responsibility
- You have a commercial mind-set, but can also work with government stakeholders

- Solid business experience, preferably as an international consultant, and experience in engaging with stakeholders and decision-makers at the top levels of both the private and public sectors
- Strong network in the Ghanaian tech and digitalisation ecosystem
- 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
- You are a proactive, creative, outgoing and energetic team player who are good at spotting opportunities. You are independent, take ownership and can handle cases from start to finish
- You have good analytical skills, but you can also work fast and efficiently under pressure
- You must be a fast learner and an effective cross-cultural communicator
- Fluency in English - speaking and writing

Desired expertise

- Network and experience from working in Côte d'Ivoire or other francophone countries
- Language competence in French is an advantage

We offer

- An exciting and inter-cultural work environment with a wide range of tasks
- A dynamic and fast-paced work place, with a team characterised by an informal tone and a "can do" attitude
- An international work sphere with business travel to Denmark and the region
- Strong focus on work-life balance with a 40 hour work week, flex-time and 20 annual leave days
- Great opportunities for developing your professional and personal competences and building networks

Employment conditions

- You will be offered full-time employment on a local contract
- Your salary will reflect your qualifications, relevant experience and proven work-related results
- 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 marked in subject line "Application – Commercial Adviser – Embassy of Denmark" no later than **5 February 2023 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. 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

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.

The Trade Council of Denmark: www.thetradecouncil.dk/en

The Trade Council in Sub-Saharan Africa:

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

The Embassy: www.ghana.um.dk