

# EMBASSY OF DENMARK IN BELGIUM

Brussels



## **The Danish Embassy in Belgium is hiring a commercial advisor for a new position specializing in the B2B e-commerce market in the Benelux. (Local staff contract).**

The Danish Embassy in Brussels is hiring a new colleague to be responsible for developing the B2B e-commerce / digital sales market for Danish companies in Belgium and the Netherlands. You will join the Embassy's commercial team and work closely with our colleagues in The Hague. We are a small, busy and energetic team, working to assist Danish companies in accessing market opportunities to boost Danish cooperation and export to the Benelux region and towards the EU.

The Benelux region and especially the Flanders region with more than 800 European Distribution Centers (EDCs) is one of the most important hubs for e-commerce activities in Europe within several business areas. Our new commercial advisor will play an important role to promote and develop the market opportunities for Danish businesses and interests towards the rapidly expanding e-commerce market in the region and beyond.

You have solid business insights and a passion for business economics, exports, networking and customer relations. You are a team player with drive and initiative who can advise Danish companies on business matters and create value for Danish businesses in the e-commerce market - both in the Belgian and Dutch markets.

B2B E-commerce is a new business area for The Trade Council/Embassy of Denmark and you will report to the Head of Trade. As commercial advisor, you will work strategically with mapping market opportunities and getting Danish companies linked up to the B2B platforms and B2B online wholesalers in the region as well as assisting Danish companies in setting up their own digital sales channels. You will work closely with colleagues in the Benelux region and contribute to cross-regional projects as a part of the Trade Council's global e-commerce team.

The new advisor will join a strong and ambitious commercial and public affairs team focusing on creating value for Danish companies and implementing the Danish Government Strategy for Economic Diplomacy. There is significant demand for the services provided by the Danish Trade Council and the job comprises direct interaction with Danish SME's and large companies to assist them in achieving commercial success in the B2B e-commerce market in region - with a special attention to green products or solutions. In-depth knowledge and expertise within the e-commerce area in the region or from Denmark will be a significant advantage and so will prior knowledge about Government and Public Affairs. We are a small team and value flexibility as well as readiness to solving tasks outside your main areas of responsibilities. The position requires travel in the Benelux countries and Denmark.

### **Required qualifications:**

- Minimum 3 years of experience from an international company, consultancy work, government related institution or similar.
- A business or academic degree in economics, trade or other relevant combination
- Experience from e-commerce / digital sales sector is essential and e.g. consultancy work for companies with the online market platforms or B2B online sales channels in the Benelux will be a great advantage.
- Knowledge of Danish e-commerce business will be an advantage.
- A positive, open-minded, pro-active, results-oriented and energetic attitude to handling of assignments.
- A structured mindset and excellent project planning and coordination skills.

- Excellent command of English oral and written is essential.
- Comprehensive command of Dutch and/or Danish (oral and written) are strong assets.
- Great interpersonal skills and team player abilities as well as interest in and willingness to share knowledge with – and learn from – colleagues.
- Ability to work independently and efficiently with commercial customers.

**Contact:**

For questions please contact the Head of Trade and Corporate Public Affairs, Mr. Steen Thorsted (+32 02 233 08 14 or e-mail: [stthor@um.dk](mailto:stthor@um.dk))

**Employment conditions:**

This is a position offered for local recruitment according to compensation levels reflecting local conditions. The salary will reflect your qualifications, relevant experience and proven work-related results. The position is a full time employment.

**Starting date:** 1 December 2020 or earlier if possible.

**Application and recruitment process:**

To apply for the position, please send your application in one PDF-file including cover letter, CV, proof of relevant education, recommendations and references in English to the Embassy at [brurepjob@um.dk](mailto:brurepjob@um.dk) and copy to [stthor@um.dk](mailto:stthor@um.dk). Please indicate "Commercial Advisor" in the e-mail title field.

**Deadline for application:**

30 September 2020 at 14:00.

**About us**

The Permanent Representation of Denmark to the EU and the Embassy of Denmark in Belgium act under the authority of the Ministry of Foreign Affairs of Denmark and are part of the Danish network of diplomatic representations abroad. The Permanent Representation and the Embassy are located at the same address in Brussels. The Permanent Representation cares for Denmark's interests in the European Union. It has posted staff from all Danish ministries reflecting the many policy areas, on which the EU is active. The Embassy of Denmark in Belgium cares for the bilateral relationship between Denmark and Belgium in which consular affairs, political and economic exchanges, export promotion and cultural activities are important parts. More information is available on [um.dk](http://um.dk), [eu.um.dk](http://eu.um.dk) and [belgien.um.dk](http://belgien.um.dk).

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