



Commercial Water Advisor for the Royal Danish Embassy in Rome, Italy.

Do you have experience with the water and wastewater sector from a utility or from consultancy? Do you have a technical insight and a strong business focus? Do you want to ensure export possibilities for Danish water solutions for the Italian water industry? The Royal Danish Embassy in Rome offers an exciting opportunity for the right candidate to position Danish companies and technologies on the political water agenda in Italy.

About the position:

Based at the Royal Danish Embassy in Rome you will be part of a new regional team, Water Technology Advisory Team (WTA EU) that works with business development for Danish water companies across Europe. The main tasks of the WTA EU team is to open doors and assist Danish water technology companies expand their activities in the Italian market, but also in other selected European countries. The team will work towards improving the Danish export of green technologies targeting the water industry. You will be working in a team of 12 other WTA colleagues based at other Danish embassies across Europe.

You will play a key role in consulting Danish companies with their Italian market strategies and be responsible for maturing project opportunities by utilizing and developing a network of water and wastewater stakeholders in Italy.

Main tasks and responsibilities as Commercial Advisor

- Specializing yourself in the Italian water sector and assisting Danish companies with market entry
- Mapping and managing key stakeholders in the Italian market
- Research, develop and present Italian market entry strategies, business development strategies, and market intelligence to Danish companies
- Expand the local network in Italy and engage in collaborative discussions with water utilities, authorities, associations and consultant engineers
- Work as a link between Italian customers & stakeholders and Danish partners
- Execute on projects in collaboration with WTA EU



Qualifications

- BS (minimum) preferably with relevant work experience in business and project development, consulting, etc.
- Knowledge about the Italian Water and Wastewater and/or Energy industry.
- Excellent command of Italian and English (written and spoken).
- Ambitious, efficient, outgoing and able to handle multiple tasks and work under time pressure.
- A high sense of responsibility and ability to work independently.
- Experienced user of Microsoft Office (Word, Excel and Power Point)
- A team player, yet able to work independently.

Questions and Application Process

The Trade Council of Denmark offers a local contract with salary and other conditions regulated according to the "House Agreement" of the Danish Embassy.

The position will be based at the Royal Danish Embassy in Rome.

The starting date is September 1, 2021 or soon thereafter. The position is on a contract basis and initially offered for a 2-year period (with possible extension).

Application deadline: July 28, 2021.

Please send your application (curricula and cover letter) to both romamb@um.dk and Head of Trade Thomas Rizk, thoriz@um.dk.

About the Ministry of Foreign Affairs of Denmark / The Trade Council

The mission of the Ministry of Foreign Affairs is to work for Denmark's interests and values in relation to the surrounding world in a manner that furthers the freedom, security and welfare of Danes in a more peaceful and just world, with development and economic growth for all. The vision of the Ministry of Foreign Affairs includes that we must be widely respected as a competent, efficient, outgoing and service-oriented company, and that we must be an attractive and idea-creating workplace that ensures great employee satisfaction and targeted competence development. Our common values are that we as individuals and as an organisation work on the basis of musicality, openness, professionalism, vigor and job satisfaction. www.um.dk.

The Trade Council is a part of the Ministry of Foreign Affairs and assists Danish and international companies with export and investment promotion services. Our export promotion services include export guidance as well as innovation and internationalization solutions for Danish companies looking to expand abroad. TC has more than 250 Export advisors, who are working at Denmark's embassies, consulates and trade offices in more than 70 countries.

