



Commercial Adviser with experience from water industry for The Danish Trade Council's Water Technology Advisory EU in Italy

Do you want to contribute to strengthening Danish-Italian relations in the water industry? Do you have technical insights from working within the water industry or with water technology providers and/or do you have business development interest and experience? The Trade Council of Denmark's Water Technology Advisory team in Italy is looking for a dynamic and motivated Commercial Adviser to support Danish water companies in their export endeavours in Italy.

As the Commercial Adviser, you will play a crucial role in facilitating collaboration and identifying specific export opportunities in the Italian market for Danish water companies. Based in the Embassy of Denmark in Rome, you will become part of a sector-dedicated team, Water Technology Advisory (WTA) EU, which sets out to strengthen cooperation with authorities, water utilities and wastewater treatment plants, and other key stakeholders in the Italian water market, and other select European markets. You will maintain a wide-ranging network by engaging in dialogue with water professionals on challenges and upcoming projects, acquiring knowledge about existing water technologies in the market, and identifying market export opportunities for Danish water technology companies' technologies and services.

Alongside team members in Rome, you will be responsible for driving cooperation with water utilities and wastewater treatment plants in Italy, planning and conducting market activities with a focus on technological and knowledge exchange, and contributing with market specific understanding to support the Danish water companies. You will be a part of the WTA EU, which beyond Italy also have dedicated advisers in Germany, Poland, Portugal and Spain.

You can expect a significant amount of travel in Italy and occasionally to other European markets and Denmark, 50+ days.

You are also expected to participate in and contribute in conjunction with the Embassy in Rome's other staff to office-wide activities.

Key Responsibilities:

- Plan and execute engagement with water utilities and wastewater treatment plants in Italy to identify potential collaboration possibilities and export opportunities for Danish water companies.
- Serve as the primary point of contact for Italian utilities and wastewater treatment plants, offering guidance to facilitate successful business relationships.
- Maintain close dialogue with and provide market insights to Danish water companies partnering with the WTA EU to build and expand their export to Italy.



- Plan, strategize, and execute market activities such as technical workshops and delegation trips to Denmark for Italian water professionals.
- Stay updated on the latest developments and trends in Italian water management.
- Collaborate with internal teams and stakeholders.

Qualifications:

- Experience with business development, sales, project management, export, trade promotion, or similar
- Experience from the water sector, e.g. from wastewater treatment plant, water utility, engineering company or similar is preferred.
- Knowledge of the Italian water and/or wastewater market is highly desirable.
- Strong communication and interpersonal skills to build and maintain effective relationships with both Danish and Italian stakeholders.
- Proven ability to work independently and as part of a team, with a proactive and results-oriented approach.
- Fluent in English. Either Italian or Danish language skills are also a requirement.
- Willingness to travel within Italy and occasionally to Denmark.

What We Offer:

- Opportunity to work in a dynamic and international environment.
- Chance to make a significant impact on the growth of Danish water technology companies in Italy.
- Opportunities to travel in Italy and occasionally to Denmark. 50+ travel days expected.
- Local contract with salary and other conditions regulated according to the "House Agreement" of the Danish Embassy.
- Part of the dynamic Water Technology Advisory EU team.
- The position is on a contract basis and initially offered for a 2-year period (with possibility of extension).

The position is preferably to be filled by April 1, 2024 but is dependent upon Security Clearance by the Ministry of Foreign Affairs of Denmark.

Application deadline: February 13, 2024.

Please send your application (résumé and cover letter) to matwie@um.dk marked "Commercial Adviser Italy – Water". Applications without cover letter will not be considered.

For any questions regarding this position, please contact Mathilde Wiedemann, Team Leader Water Technology Advisory EU: matwie@um.dk, +49 (0)4041400541.

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, vigour 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 advisers, who are working at Denmark's embassies, consulates and trade offices in more than 70 countries.