



TRADE ADVISOR POSITION

HEALTH AND LIFE SCIENCES

TRADE ADVISOR – HEALTH AND LIFE SCIENCES

TC TORONTO IS HIRING A FULL-TIME EMPLOYEE TO JOIN ITS NORTH AMERICAN HEALTH AND LIFE SCIENCES TEAM.

Are you a motivated, self-starter with experience in health policy, government affairs, and pharmaceutical and/ or biotechnology industry? Do you have a deep understanding of the healthcare system in Canada and a broad network within health and life sciences?

If so, then you could be a great fit for the Health and Life Sciences team at the Danish Trade Council in Toronto!

The Team supports Danish health and life sciences companies in a range of areas including public affairs, public diplomacy, health policy, and market entry.

JOB DESCRIPTION

The Trade Council (Toronto) is looking for someone to grow the health and life sciences sector by identifying business opportunities in the Canadian market and identifying Danish companies that might be a good fit for the market. The role would also entail a fair amount of policy and public affairs work.

The successful candidate would be based in Toronto and would be working predominately with a team based out of Toronto and New York, with travel within Canada, across the US and to Nordic countries.

The successful candidate would be working mostly in health and life sciences, however, may be asked to work on Trade Council – wide initiatives involving delegations or special projects. The role will require research and analytical skills, consultation/ liaison skills, and internal and external communication skills in support of Danish clients.

The Team works on a broad range of projects with a number of different Danish health and life sciences companies. Examples of projects include:

- Public affairs and diplomacy work with Danish life sciences affiliates in Canada
- Public affairs work with health charities and medical device companies
- In-bound (Denmark to Canada) and outbound (Canada to Denmark) delegations
- Market entry assistance for small-medium sized companies (I.e. partner and distributor searches)

The role is based on an overall sales target of billable hours to Danish clients. The successful candidate will be reporting to colleagues in Toronto and New York City.

DESIRED SKILLS AND EXPERIENCE

- Strong communication skills
- Team player that works well independently
- Health policy experience
- Strong written skills
- Works well under pressure
- Positive attitude
- Strong knowledge of the health and life sciences sector in Canada
- Sales and business development
- Strong network within Canadian government, health and life sciences industry
- Advanced degree in health and/ or policy is an asset
- Consulting experience is an asset

OTHER CONSIDERATIONS

- Existing permit to work in Canada preferred
- Moderate travel required

ABOUT US

The Trade Council (TC) is the governmental export and investment promotion organization under the Ministry of Foreign Affairs of Denmark. TC comprises all governmental activities designed to promote Danish export and foreign investment in Denmark under one roof. The TC of Denmark in North America (TC North America) has offices in Chicago, New York, Houston, Washington DC, Silicon Valley, and Toronto.

Our Toronto office (TC Toronto) is located in downtown Toronto. We are a team of ambitious and fun Canadian and Danish employees, each with a different sector focus; Green Build and Urban Solutions, Energy, Health Care, Design, ICT, Defense, and Agribusiness.

We act as consultants supporting Danish companies in a variety of activities ranging from developing market analysis, entry strategies and corporate establishment to business development, PR-activities, recruiting and sales efforts.

The Danish companies – often small and medium-sized companies - rely heavily on the valuable knowledge, guidance, and support that we provide them.

We have an informal and highly energetic work environment where we continuously strive to empower and support each other; working smarter and having fun while achieving our objectives. TC Toronto shares office facilities with the Swedish and Norwegian Trade Councils which gives us an inspiring work environment and also generates a number of joint Nordic events. We are in a total of 25 people working in our joint office – 9 are working for the Danish Trade Council and the Danish Consulate General.

Applicants should send a resume and motivated application by end of the day, **November 2, 2018. Applicants can expect to be contacted within a week from the application deadline. Applications should be sent to **yyzhkt@um.dk**. Any questions may be addressed to the same email. The position is available starting December 2018, dependent on security clearance.**

