



TRADE ADVISOR POSITION

Sustainable Energy – Wind Power

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TC Toronto is hiring a full time employee to join its North American Energy & Environment team.

Are you a self-starter? Do you have strong understanding of strategic business development? Are you an analytical thinker and know what to look for when researching market opportunities? Do you have experience with the consulting industry and/or knowledge from the industry on sustainable energy development, and in particular the wind industry within North America?

Then you could be who we are looking for to join our team.

The Trade Council supports Danish Companies within a broad range of specializations when entering or expanding to the North American Market, including large scale offshore and onshore wind projects and increasingly business development in the pre- and aftersales market and value chains.

Job Description

The successful candidate will be based in Toronto and will predominately work with a team out of Chicago, Houston and Washington, with travel to Denmark and in North America.

Projects include various business development and trade promotion activities related to sustainable energy, the onshore and off shore wind market, energy technologies, pre- and aftersales as well as general market intelligence gathering and network building. You will also participate in Trade Council wide initiatives involving delegations or special projects as well as cross cutting projects with other sectors.

The role has an overall sales target of billable time to clients. Work may range from consulting with Danish companies who wish to enter the Canadian/US market, including the introduction of new products and services to supporting existing sales and market expansion. Much of this work involves navigating the Canadian / US energy and wind sector on behalf of Danish clients to advise on-, develop-, and implement market strategies and strategic alliances.

You will report to colleagues throughout the US and a team leader out of our Chicago office.

Desired Skills and Experience

- Team player and strong interpersonal skills
- Preferably with a consultancy background
- Self-driven, proactive, eager and able to work well independently
- Excellent written and oral communications skills in English including experience writing market reports, briefing notes and drafting presentations
- Work experience within the sector; technical or commercial market knowledge preferred
- Experience in business development or sales are considered an asset
- Strong working knowledge of Microsoft Word, Excel, Outlook and PowerPoint
- The office is measured on activities, customer satisfaction and value creation. Value creation is on the top of our minds. As a consequence we also expect you to be service minded and flexible
- Strong network in North America or Denmark is considered 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 Trade Council 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 generates a number of joint Nordic events. We are in total 25 people working in our joint office – with 12 team members working for the Danish Trade Council.

We offer a local contract with salary and other conditions regulated according to the Staff Rules of The Trade Council in North America. The position is on a contract basis and initially offered for a 2-year period with possible extension

Applicants should send a resume and motivated application by end of day **December 14, 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 start January 2019, dependent on security clearance and the candidates current working situation.**