



**CONSULATE GENERAL
OF DENMARK**
Invest in Denmark

INVEST IN DENMARK (TORONTO) SEEKS INVESTMENT MANAGER WITHIN CLEANTECH, LIFE SCIENCE AND FOOD

POSITION:	Investment Manager – Cleantech, Life Science & Food
TYPE OF EMPLOYMENT:	Full time employment for 2 years with the possibility of extension
STARTING DATE:	September, 2025
LOCATION:	Consulate General of Denmark in Toronto
DEADLINE FOR APPLICATION:	THURSDAY JUNE 12, 2025

Denmark is a global pioneer within Cleantech, Life Science and Food. Do you want to play an important part in helping Denmark realize its ambitions to remain a frontrunner? Do you want to assist Canadian companies accessing the European market through a strategic presence in Denmark?

Invest in Denmark is looking for a results-driven Investment Manager / Business Developer who can attract innovative Life Science, Food and Cleantech companies to Denmark. Invest in Denmark has a strong focus on several verticals within Cleantech, Life Science and Food and we prioritize sustainable foreign direct investments that help us achieve Denmark's ambitious climate goals by 2030.

Working in our North American team, you will be based at the Consulate General of Denmark in Toronto, collaborate closely with colleagues in the US experienced in foreign investment promotion, and report directly to the director for North America who is posted in New York.

JOB DESCRIPTION

Since the adoption of the Danish Climate Law in December 2019, Denmark has been accelerating its green transition by investing in clean and sustainable technologies in order to reduce emissions by 70% by 2030 and be carbon neutral by 2045. Within the last year, the Danish government has launched ambitious strategies on life science as well as green transition within agriculture.

Against this backdrop, Invest in Denmark's new Investment Manager in Toronto will drive new business leads by identifying inward investment opportunities with North American companies seeking to expand into the Danish and Nordic market. The role will facilitate and secure sustainable investments to Denmark. This could include greenfield establishments, European headquarters, and R&D facilities. An ideal candidate will have demonstrated expertise in one or more of the industry sectors paired with strong business development skills. This is an exciting opportunity to be part of a dynamic and international team

Invest in Denmark is increasingly focusing on attracting companies that are important innovators in their respective sectors. As Investment Manager, you will interact closely with eco-systems in Denmark alongside colleagues from across the North American team and specialized colleagues in Denmark to promote Danish strongholds within renewable energy, life science & pharma, and food & agriculture to key North American companies.

KEY RESPONSIBILITIES

- **Pipeline Development:** Identify and develop a robust pipeline of commercial leads and provide them with relevant information on business opportunities in Denmark;
- **Relationship Management:** Establish and nurture strategic relationships with existing and new leads to understand investment opportunities in Denmark;
- **Market Analysis:** Conduct in-depth research and analysis to identify market trends and opportunities for North American companies in the Danish and European market;
- **Collaboration:** Maintain and build relationships with key companies, industry players, government agencies, and other stakeholders.

REQUIRED QUALIFICATIONS

- A Bachelors' degree in relevant fields including business administration, economics, finance, or relevant STEM; advanced degree (e.g. Master's) preferred;
- Substantial working experience in relevant roles, including documented international sales, consulting or business development experience from reputable organizations;
- Thorough understanding of company strategies, innovation trends and technologies;
- Existing permit to work in Canada is required;
- Fluency in English, both written and spoken.

DESIRED QUALIFICATIONS

- A broad professional network at an appropriate level;
- Experience from one or more of our target sectors in North America;
- Consultancy experience.

COMPETENCIES

- Exceptional verbal and written communication skills, including experience in developing senior leadership presentations, communications, and talking points;
- Ability to negotiate persuasively at management level;

- A strong commercial mindset;
- Excellent networking and cooperation skills;
- Strong organizational skills and ability to set priorities, lead multiple projects simultaneously, and meet deadlines in a dynamic environment;
- A structured mind-set and excellent planning and coordination skills;
- Ability to excel in value selling and target driven environment;
- Ability to work independently and efficiently;
- Interest in and willingness to share knowledge with – and learn from – colleagues.

WE OFFER

- An international, exciting and dynamic work environment;
- Up to 20 % travel should be expected, incl. travels in Canada, the US and to Denmark;
- Close collaboration with colleagues in Canada, the US and Denmark;
- Development of your professional and personal competences in a dynamic and ever-changing environment;
- A large degree of responsibility independence.

EMPLOYMENT CONDITIONS

- You will be offered employment on a local contract for 2 years with the possibility of extension;
- This is a full-time salary position, the Consulate General's standard work week is 37 hours;
- You will have a large degree of flexibility in organizing your own daily working hours;
- You will be entitled to 5 weeks (25 working days) of paid holiday per year;
- Your salary will reflect your qualifications, relevant experience and proven work-related results;
- Full benefits.

APPLICATION AND RECRUITMENT PROCESS

To apply for the position, please send your application (cover letter, CV, proof of relevant education, recommendations and 2-3 references) in English to the Danish Consulate General in New York. You can send your application by email to nycjob@um.dk marked "Investment Manager – Toronto. Your name". Please note that sending personal information over the internet is at your own risk.

Application deadline: June 12, 2025

The Consulate General attaches great importance to equal opportunities for all and therefore welcomes applications from all qualified persons regardless of nationality, race, gender, religion, age or disability.

Selected candidates will be invited for interviews, which are expected to take place mid to late June.

The chosen candidate must present a “No Criminal Record” and pass security clearance by the Danish authorities prior to appointment.

QUESTIONS

For any questions regarding the position, please contact our Director for North America, Thomas Jørgensen, at thojor@um.dk, or our Investment Manager in Toronto, Keld Juulsgaard, at keljuu@um.dk.

ABOUT US

Invest in Denmark is part of the Danish Trade Council, a division of the Ministry of Foreign Affairs of Denmark. Invest in Denmark is the Danish Government's official investment promotion organization which, in close cooperation with Danish partners, works to attract foreign companies to Denmark within the knowledge intensive areas of Cleantech, Tech and Life Sciences.

For more information about the Invest in Denmark, see <https://investindk.com/>.

The Danish Foreign Service is a globally operating organization comprising the Ministry in Copenhagen and a global network abroad of Embassies, Consulates and Trade Commissions. The network of diplomatic missions abroad is the hallmark of the Ministry of Foreign Affairs and also provides the basis for enabling the Ministry to safeguard and promote Denmark's international interests in the most optimal way.

The mission of the Danish Foreign Service 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 Danish Foreign Service is, among other things, to be widely respected as a competent, effective, outgoing and service-minded organisation and an attractive and innovative work place with a high degree of staff satisfaction. As individuals and as organization we work on the foundation of five common values: musicality, drive, professionalism, job satisfaction and openness.