



New Head of Trade - Embassy of Denmark in Malaysia

Position:	Head of Trade
Type of employment:	Local contract, from 1 January 2025 to 31 July 2027 with the possibility of extension.
Location:	Embassy of Denmark in Kuala Lumpur, Malaysia
Deadline for application:	Friday 10 May 2024
Start of work:	1 January 2025

Denmark plans to open a new Embassy in Malaysia, Kuala Lumpur 1 August 2024. The Embassy will work to promote and strengthen the bilateral relationship between Denmark and Malaysia, including trade and investment. There are around 100 Danish companies in Malaysia. We are looking for a strong team player that can combine leadership and strategic direction with sector knowledge and a strong commercial mind-set.

Main tasks and responsibilities

As Head of a new Commercial Team you will focus on value-adding, strategic and operational consultancy of Danish companies already established in Malaysia or considering doing business in Malaysia. The tasks are primarily to pursue and engage in long-term strategic partnerships with Danish companies and selected Malaysian partners in accordance with the strategic sector priorities outlined in the regional strategy. You will need the ability to plan, execute and implement activities according to the defined deliverables. For example, planning and execution of in- and outgoing business delegations, facilitate B2B and GPA work and contribution to commercial and geopolitical analysis will be part of your tasks.

The Trade Team is part of a close regional cooperation between Danish Embassies in South East Asia (TC ASEAN) where focus is on four sectors: Green Energy Transition, Health and Food & Agro and Maritime and Defense

You will play a central role in establishing the new Commercial Team including recruitment of local trade advisors and lead the day-to-day work. We expect you to lead the team in their efforts to create, develop and continually manage strong relationships with Malaysian and Danish public and private stakeholders. Your leadership within stakeholder management will be the foundation of the Embassy servicing Danish businesses in Malaysia and beyond, i.e. by advocating on behalf of Danish companies in different contexts and situations.

We expect you to be able to identify regulatory structures and processes of interest to Danish companies as well as having flair for, and will to, converting commercial opportunities to specific projects and ensuring the execution of these on a team level.

About you

- You have leadership skills and a talent for prioritizing and setting the strategic direction for the commercial team
- Relevant university degree, e.g. business degree, political science degree or similar
- You thrive in a fast-paced environment with lots of personal responsibility
- You enjoy finding solutions – even to difficult situations at hand
- An empathetic team player with an urge to guide and coach colleagues
- Minimum 5-7 years of relevant professional experience
- Fluency in English (spoken and written)



- Knowledge of Scandinavian languages would be an additional asset, but is not a requirement
- Experience from working in a SEA context will be an advance.

Employment conditions

- Full time employment from 1 January 2025 – 31 July 2027 with the possibility of extension on a local contract based on the relevant legally binding labour market rules of Malaysia
- Working hours 37 hours per week. Weekly working hours are from 8.30am to 4.30pm Mondays through Thursdays, and from 8.30am to 1.30pm on Fridays (with flexibility to define working hours)
- Your salary will reflect your qualifications, relevant work experience and proven work-related results
- Benefits and other conditions will be based on the Embassy's Staff Rules.

Application and recruitment process

To apply for the position, please send your application (short cover letter, CV and recommendations) in English to jktambvacancy@um.dk marked "Head of Trade, Malaysia" no later than 10 May 2024.

The Embassy embraces equal opportunities for all and therefore welcomes applications from all qualified persons regardless of race, sex, religion, age or disability.

The chosen candidate must be able to present a local "No Criminal Record" and pass security clearance by the Danish authorities prior to appointment.

Questions

For any questions regarding the position, please contact coming Ambassador to Malaysia Kirstine Vangkilde Berner, kirnie@um.dk / +4521691297.