



**CONSULATE GENERAL
OF DENMARK**
Sao Paulo

**Commercial Advisor, Health
Danish Consulate General in São Paulo**

Position:	Commercial advisor, Health
Type of employment:	Full time (40 hrs)
Starting date:	1 March 2021
Location:	Rua Oscar Freire 379, cj 31, 02426-001 São Paulo, Brazil
Deadline for application:	15 January 2021

Would you like to be part of a dynamic team, working with the positioning and branding of Danish health solutions in Brazil?

Do you have sector knowledge and sales experience within the health area? Do you have a commercial mindset, public affairs insight and are you a team player? If so, then you could be our new commercial advisor in our dedicated commercial team assisting Danish companies with the promotion of Danish products, technologies and solutions in Brazil.

The Team

The Trade Council is part of the Danish Foreign Service and our Latin American team is based at Danish diplomatic missions in Argentina, Brazil, Chile, Colombia and Mexico. We are organised in sector teams across the region and focus our efforts within the sectors of Energy & Sustainability, Food & Agriculture and Health. As commercial advisor in São Paulo you will be part of our Brazilian team and work closely with colleagues in São Paulo and Brasilia having a dedicated focus on Health. Furthermore, you will be part of and play a key role in our regional Latin American Health team.

About the Job

As commercial advisor you will be promoting Danish health products, solutions and technologies in Brazil. You will proactively identify business opportunities for Danish health companies and you will assist and support Danish health companies in Brazil with a special emphasis on the dialogue with key Brazilian health authorities.

With your profound understanding of the health system in Brazil and the regulatory processes and requirements in this sector you are able to set the direction for public affairs activities supporting Danish health providers and companies.

In close collaboration with your regional health team leader you will formulate and execute strategies to support Danish suppliers within the health sector in Brazil.

Main Tasks and Responsibilities as Commercial Advisor

- Create and develop strong relationships with Brazilian and Danish public and private stakeholders
- Identify relevant regulatory structures and processes of interest for the Danish health business in Brazil
- Stakeholder management with relevant Brazilian authorities and organisations on behalf of Danish companies

- Develop and facilitate high-level stakeholder commercial events
- Identify specific business opportunities for Danish health companies in Brazil and present these to relevant Danish providers
- Prepare market entry in Brazil for Danish companies by developing market analyses and partner searches
- Fulfilment of personal and shared KPI's – the Trade Council performs advisory services against payment, hence a number of KPI's including value creation and earnings are related to the position.

About You

- Relevant university degree, e.g. within the health and/or business sector
- At least 5 years of work experience from the Brazilian health sector
- A solid network within the health sector in Brazil and a strong understanding of the dynamics in the sector
- Profound experience with sales and/or consultancy
- High level of energy and focus
- A curious and creative mind-set
- An empathetic team player with an eager to share and learn from colleagues
- Able to travel a couple of times per year to Denmark
- Fluency in English and Portuguese, both written and oral

We Offer

- An international and inter-cultural work environment with values such as openness, independency and flexibility
- Great possibilities of combining and further developing your sector knowledge and commercial skills in an international context
- Business travels to Denmark and the Latin American region
- Salary based on qualifications. A bonus system based on personal and team performance
- Full time employment on a local contract according to Brazilian labour rules
- Health care coverage

The Trade Council and the Ministry of Foreign Affairs of Denmark value diversity and equal opportunities for all and welcome applications from all qualified candidates regardless of race, sex, religion, age or disability.

Application and Recruitment Process

We require the following documents:

- Cover letter/motivational letter: Your motivation and how you see yourself adding value to the position (in English)
- CV (in English)
- Proof of relevant education
- Recommendations (in English or Portuguese) and 2–3 references

Please submit to saogkl@um.dk marked "Application: Commercial advisor, Health"
Selected candidates will be invited for interviews – expected to take place late January 2021.

Final candidates will have to pass security clearance by the Danish authorities.

Questions

For questions regarding the position, please contact Consul General Nikolaj Fredsted, nikfre@um.dk.

About us

For more information about the Trade Council and the Danish Diplomatic Missions in Brazil, please see <https://brasilien.um.dk> and <https://thetradecouncil.dk>