



Job Description

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Job Title Commercial Officer - Danish Embassy	Job Location Dar es Salaam	Category -
Job Type Full Time	Job level Intermediate	Industry Diplomatic Missions
Open to Expatriates Only Open to Tanzanian Nationals		

Minimum Requirements

Min Budget -	Max Budget -	Primary Industry Diplomatic Missions: 5 Years
Secondary Industry -	Primary Category -	Secondary Category -
Certificate -	Qualification -	

Summary

Purpose

Denmark's cooperation with Tanzania has been evolving since 1963, making Tanzania the first African country Denmark partnered with. Over the past 60 years, Denmark has contributed more than 50 trillion TZS to Tanzania's socio-economic development through Danida, and close relations have been built between people and institutions.

In line with the priorities of Denmark's strategy for strengthened engagement with African countries, the Danish Embassy in Dar es Salaam is looking for a colleague who can contribute to our investment, trade and green growth portfolio.

About the Job

You should apply for this position, if you have a passion for business development and building long-term strategic partnerships with a focus on trade and investment. If you have experience with development cooperation and can apply your business and investment mindset to development programmes on water, energy, environment and agriculture sectors you are what we are looking for.

Responsibilities

- Provide consultancy services to Danish companies tailored to their needs and the opportunities in Tanzania (e.g. market research, stakeholder mappings and engagement, partner searches, marketing etc.)
- Drive business development with a special focus on opportunities in the water, energy, environment and agriculture sectors. This incl. lead generation and outreach to Denmark- and Tanzanian-based companies.
- Maintain and develop a strategic local network to identify concrete opportunities for commercial collaboration between Danish and Tanzanian stakeholders.
- Plan and execute company events and business delegations between Denmark and Tanzania.
- Work with Government and Public Affairs and facilitate trade relationship between Denmark and Tanzania.
- Focal point for strategic development programmes.
- Contribute to synergies between trade and investment cooperation and development programmes in target sectors.
- Contribute to briefings, analyses, talking points and more on issues related to climate, water, energy, and agriculture in Tanzania.

Education & Qualifications

- A relevant degree in Business Administration, International Marketing, Economics, or similar.

Requirements

- Solid business experience, preferably with some international business background, and experience in engaging with stakeholders and decision-makers from the top levels of the private and public sectors
- A commercial mind-set, but can also work with government stakeholders
- Experience with project management of development programmes in green sectors is a plus
- At least 5 years of professional experience with progressing responsibilities
- Fluency in English - spoken and written
- Team player as well as a keen interest and willingness to share knowledge with - and learn from - colleagues
- Strong network in the Tanzanian business ecosystem
- Excellent communication skills - an effective cross-cultural communicator
- IT-proficiency, including Microsoft Office skills
- Proactive, intuitive, and dedicated with high adaptability

Characteristics

We offer you

- An exciting, inter-cultural and dynamic work environment with a wide range of diverse tasks
- Work in an international environment
- Great opportunities for further development of your professional and personal competences
- A large degree of self-dependence
- Competitive salary and benefit package

Employment conditions

- Full time employment with the possibility of a permanent contract based on the labour market rules of Tanzania and policies of the Danish Foreign Ministry
- Your standard working hours will be 37 hours per week
- You will be entitled to 25 days of paid holiday per year
- Salary will reflect qualifications, experience and proven work-related results
- Contribution to NSSF
- Reasonable health insurance provided for you and your dependants.

Reporting To

Team Leader

Driving Licence

Not Required

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