



**UDENRIGSMINISTERIET**

## **Employment Opportunity at the Royal Danish Embassy in Algiers, Algeria**

**Position:** Commercial Advisor on Healthcare and Pharma

**Type of employment:** Full time, permanent on a local contract

**Starting date:** As soon as possible

**Location:** Danish Embassy in Algiers, Algeria

**Deadline for application:** April 12 2023

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The Royal Danish Embassy in Algiers is looking for a new dedicated and dynamic commercial advisor to create value and increase business for Danish companies within the healthcare and pharma sectors.

As our Healthcare Commercial Advisor, you will be part of a regional MENA set-up of with more than 30 trade advisors, commercial officers and trade assistants and will be working closely with the Danish missions in this region. The regional coordination takes place from Riyadh.

The Danish Trade Council in the MENA region is ambitious and has developed and expanded activities quite rapidly to our Danish partner companies. Our main motivational driver is to grow sustainable Danish exports to the region and build strong relationships with our Danish partner companies, primarily within the sectors of healthcare, food and agriculture, tech, energy and water and environment.

You will be working in a team of two employees and in close coordination with the Embassy Management. As our Commercial Advisor on Healthcare and Pharma, you will be responsible for the healthcare and pharma markets in Algeria and Tunisia and your main responsibility will be to assist Danish companies in this field. You are, however, expected to show the flexibility required for an optimal handling of the entire portfolio of the Embassy and thus be ready to contribute to handling tasks outside your own portfolio with a positive attitude.

### **The position**

One of the largest and fastest growing Danish export categories is healthcare. Pharmaceuticals play a significant role in this growth. Medical devices and other healthcare solutions are also experiencing significant growth.

As Commercial Advisor on Healthcare and Pharma, you main responsibilities will be:

- Working closely with a large Key Account client and other clients within the pharma sector
- Identifying and establishing business-to-business contacts for the clients
- Building strong government relations and gaining strong government insights relevant to the health and pharma sectors in order to serve and assist Danish companies on the market

- Gathering, analysing and presenting information primarily about market opportunities in the health and pharma sectors for the Danish companies in Algeria and Tunisia
- Preparing market and partner reports
- Organising events and delegations (including high-level ministerial delegations) to and from Denmark
- Planning and setting up Danish company visits to Algeria and Tunisia
- Providing support for promotional activities
- Independently and proactively organise and be responsible for all practical, logistical, administrative and procedural needs pertaining to the above tasks.

### **Required qualifications**

To be considered for the position as Healthcare Commercial Advisor, you must meet the following requirements:

- A Master's or Doctoral degree in health/medicine, communication, business administration or other commercially-oriented graduate degree.
- Have significant working experience in Algeria and in-depth knowledge of business etiquette.
- A strong understanding of the Algerian healthcare sector and/or pharma sector.
- A strong understanding of the public administration and regulations of the two sectors.
- Minimum four (4) years of professional commercial or public affairs experience within the relevant sectors, preferably combined with experience in sales, marketing, market surveys, etc.
- Analytical mind-set and ability to think creatively and take a proactive role in achieving work goals and objectives.
- Excellent networking skills, preferably with professional contacts in relevant government entities and/or in the commercial market.
- Ability to work independently and as a constructive and supportive team member across the Embassy, often under time pressure with the utmost dedication to planning, independent execution and meeting deadlines.
- Excellent communication skills including fluency in Arabic, English and French (verbal and written).
- Prepared to travel regularly to Denmark and on special occasions to other MENA countries to meet with companies and other relevant key contacts.
- Flair for IT, analytical tools and CRM systems.
- If needed, be willing to also service Danish companies outside your core focus sectors in sectors such as energy and sustainability, food and agriculture, etc.

### **Desired qualifications**

- Working experience in an Embassy or an international organisation would be an asset.
- Experience with the healthcare or pharma sectors in Tunisia would be an asset.

### **What we offer**

- An exciting, inter-cultural and dynamic work environment with 10 colleagues, 2 of whom are posted from the Danish Ministry of Foreign Affairs.
- Unique access to Danish companies and decision-makers (Danish as well as Algerian and Tunisian).
- The possibility for you to further develop your skills and knowledge in the healthcare and pharma sector

- Expanding and maintaining a wide network of relevant contacts both in Denmark as well as in the MENA region.
- An attractive fixed salary.
- A position in a dynamic and relatively informal work environment, which offers diverse, exciting and challenging tasks with a high degree of individual responsibility.
- Great opportunities for developing your professional and personal competencies.

### **Employment conditions**

- You will be offered full time permanent employment on a local contract based on the relevant legally binding labour market rules of Algeria.
- Your standard working hours will be 40 hours/week on the basis of flexible hours schedule.
- You will be entitled to 25 days of paid holiday per year.
- Your salary will reflect your qualifications and experience.

### **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 [algamb@um.dk](mailto:algamb@um.dk) marked "Commercial Healthcare and Pharma Advisor" no later than April 12, 2023.

Selected candidates will be invited for interviews shortly thereafter. The preferred starting date is as soon as possible. Kindly note that only short-listed candidates will be contacted.

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

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

The Embassy is obliged to follow EU-rules of handling personal information (GDPR) when we receive and process job applications. Our processing of personal information will rely on your consent (art. 6, no. 1 litra a). Please read the privacy policy of the Danish Ministry of Foreign Affairs before applying (<http://um.dk/en/about-us/organisation/contactinformation/the-ministry-of-foreign-affairs-of-denmark-personal-data-policy>). By sending your application, you actively consent to our processing of your personal information. In the above-mentioned policy you can read more about your rights (among others your right to withdraw your consent), how we process your data and how to complain about our processing of your personal data.

### **About us**

The Danish Embassy is part of the Danish Foreign Service. The Embassy covers Algeria and Tunisia. The Embassy is an ambitious, high-paced and dynamic workplace with ten employees, two of whom are posted from the Danish Ministry of Foreign Affairs.

The Embassy promotes and strengthen political and commercial ties between Algeria and Denmark as well as between Tunisia and Denmark. The commercial work is managed by the Embassy's trade department, the Trade council of Algeria (TC Algeria).