



ROYAL DANISH EMBASSY  
Tokyo

## SENIOR COMMERCIAL OFFICER/SECTOR EXPERT ENERGY

ROYAL DANISH EMBASSY IN JAPAN, THE TRADE COUNCIL

### **Job opportunity: Senior Commercial Officer/Sector Expert in Energy**

**Location:** Royal Danish Embassy, Tokyo

The Trade Council in Japan is seeking an experienced, outgoing, and dynamic Senior Commercial Officer/Sector Expert to assist Danish businesses in exploring energy and green transition (GX) opportunities in Japan. This is an exciting opportunity to contribute to Denmark's leadership in renewable energy and green technology while fostering collaboration between Danish companies and Japanese stakeholders. Furthermore, the candidate will work closely with colleagues at the embassy involved in the Government-to-Government programme on energy, to ensure alignment between commercial activities and broader bilateral energy cooperation.

### **About the Role:**

As a Senior Commercial Officer/Sector Expert, you will:

- **Advise Danish Companies:** Provide strategic guidance to Danish energy businesses, ranging from start-ups to established industry leaders, on market opportunities and green transition initiatives in Japan.
- **Develop Relationships:** Leverage your extensive network within the Japanese energy sector to build strong connections between Danish and Japanese companies, stakeholders, and government authorities.
- **Promote Danish Expertise:** Position Denmark's energy solutions at the forefront of Japan's energy market, emphasizing innovation and sustainability.
- **Strategic Market Insights:** Identify potential export opportunities, systematically communicate market trends, and support companies in developing go-to-market or expansion strategies tailored to the Japanese market.
- **Operational Execution:** Drive implementation of strategies, ensuring effective lead generation and facilitating introductions to potential Japanese customers and partners.
- **Policy and Stakeholder Engagement:** Collaborate with national and local government bodies, organizations, and regulatory authorities to foster a favourable business environment for Danish companies.

### **Key Responsibilities:**

- Facilitate market entry and partner/distributor searches for Danish energy companies.
- Organize events, roundtable discussions, and meetings with key stakeholders.
- Advise on regulatory requirements and public affairs.
- Build long-term partnerships and strategic alliances between Danish and Japanese organizations.
- Serve as part of the embassy's energy team, contributing to the development of Denmark's strategic positioning in Japan's energy sector.

### **Qualifications:**

The ideal candidate will possess some or all of the following:

- **Experience and Expertise:** At least 10 years of experience in the energy sector, for example from offshore wind, renewable energy policy, hydrogen or electricity markets.

- **Educational Background:** A degree in political science, business administration, engineering, or a related field.
- **Network:** A strong professional network within the Japanese energy sector is required and familiarity with Danish renewable energy priorities would be desirable but not a requirement.
- **Commercial Acumen:** Proven ability to identify business opportunities, develop export promotion activities, and create value for clients.
- **Strategic Mindset:** Experience in working with industry executives, government officials, and stakeholders in politically sensitive environments.
- **Communication Skills:** Fluency in Japanese and high proficiency in English are essential.
- **Proactive Approach:** A resourceful, sales-oriented, and results-driven individual with a talent for fostering collaboration and achieving project goals.
- **Team player:** A team-player who values a good working environment with a strong focus on cooperation.
- **Specialized Knowledge:**
  - Familiarity with global energy market trends, public affairs, and regulatory frameworks.
  - Expertise in building relationships with C-suite executives and stakeholders in the sector.
  - Understanding of the challenges and opportunities in the energy transition and power market dynamics.

**What we offer:**

We offer an opportunity to work in an international environment with a high degree of autonomy and responsibility as The Trade Council performs consultancy-based internationalization services and has a number of KPI's, including activity targets and value creation. Through your services you have the chance to contribute to Denmark's position as a global leader in renewable energy and support innovative solutions in renewable energy.

You will be hired as a local employee the Danish Embassy/The Trade Council in Tokyo and be part of the embassy staff. In your daily work, you will report to Head of Trade. You will work closely with the commercial employees in the embassy as well as our economic diplomacy team within energy.

Salary according to qualifications within a public organization. 5 weeks of paid annual leave and a flexible Danish working scheme and 40 hours working week with a focus on work-life balance. A level of travel activity is expected domestically/Denmark.

**Expected start:** 1<sup>st</sup>. of April, or soon thereafter. Employment with the Embassy requires security clearance by the Danish Security and Intelligence Service and thus expected start is dependent on this.

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

**Application deadline:**

26<sup>th</sup> of February 2025. Selected candidates will be invited for an in-person interview.

**How to apply:**

Please send your application (CV as well as cover letter) in English to tyoamb@um.dk marked "Sr. Commercial Advisor/Sector Expert, Energy – Tokyo: [your name]". Applications without a cover letter explaining your motivation will not be considered.

The Ministry of Foreign Affairs of Denmark promotes equality and diversity. Therefore, all qualified and interested persons, regardless of age, sex, religion, ethnicity and sexual orientation, are invited to apply for the position.

For any questions regarding this position, please contact Tine Hasling Rasmussen, Head of Trade, Royal Danish Embassy, Tokyo: tinras@um.dk.



**About the Embassy/Trade Council of Denmark:**

The Embassy of Denmark in Japan is a dynamic workplace that represents Denmark's political, commercial and cultural relationship with Japan. We are approximately 35 employees at the embassy. The Trade Council is the governmental export and investment promotion organization under the Ministry of Foreign Affairs of Denmark. For further information visit <https://japan.um.dk/> and [www.um.dk](http://www.um.dk)