

The Danish Embassy in New Delhi is looking for a Specialist with expert understanding Food, Agriculture, and Energy sectors



Position:	Commercial Advisor – Food, Agriculture, and Energy
Type of employment:	Full time position
Starting date:	1 st September 2026
Location:	Royal Danish Embassy, 33-B, Dr. S. Radhakrishnan Marg, Chanakyapuri, New Delhi -110021
Deadline for application:	Friday 17 July 2026
Reporting to:	Minister Counsellor Head of Trade, and Commercial Affairs

The embassy is looking to recruit a commercial advisor to further develop bilateral trade and investment within Food, Agriculture, and Energy as part of the Green Strategic Partnership between Denmark and India.

With India's growing focus on resilience and sustainable development, there is an increasing emphasis on enhancing domestic food production, strengthening food processing facilities, improving supply chains and storage facilities throughout the country, developing green fuel solutions, and accelerating renewable energy deployment. This is creating significant new commercial opportunities for the more than 200 Danish companies already present in India, as well as for those considering market entry. At the same time, growing geopolitical uncertainty is further increasing India's attractiveness as a strategic market, while also heightening the need for specialised support to navigate complex regulatory frameworks, market conditions, and entry barriers.

As Commercial Advisor for Food, Agriculture, and Energy, you will play a key role in shaping and executing the sector strategy for these priority areas. You will be responsible for independently developing and implementing strategic initiatives in close dialogue with the Head of Trade in New Delhi, while also contributing with in-depth sector expertise, commercial insight, and hands-on advisory support.

In this role and in cooperation with colleagues at the Embassy and the Consulate General in Bangalore, you will support Danish companies by providing high-quality analysis, strategic advisory services, and active network leveraging to address concrete commercial challenges and identify new business opportunities. You will be expected to combine strategic thinking with operational execution, including supporting companies in understanding regulatory frameworks, procurement processes, and market dynamics specific to India.

Further, a key part of the role will be building and maintaining a strong network of stakeholders, including Indian authorities, industry players, and strategic partners. This network will support both market intelligence and business development, with a particular focus on the intersection between sustainability and commercial opportunities in India's evolving food, agriculture, and energy landscape.

The position is placed within the Trade Council at the Embassy of Denmark in India which is one of Denmark's largest missions globally. The Head of Trade in New Delhi will be your direct line manager, and you will work closely with the First Secretary for Trade Policy and other relevant

colleagues at the Embassy of Denmark in New Delhi and the Consulate General in Bangalore. You are further expected to drive synergies across departments particularly between the Trade Council and the food and energy responsible at the Sector Policy team.

Main tasks and responsibilities as Commercial Advisor:

- Define the strategic direction for the sector and lead the formulation and implementation of the sector strategy
- Provide commercial advisory services to Danish companies already operating in India, as well as those exploring market entry
- Build and maintain a strong and effective network of local stakeholders, including authorities, industry associations, and companies
- Monitor regulatory developments and sector-specific requirements, and assess their potential impact on commercial activities and market conditions
- Contribute actively to the implementation and further development of the Green Strategic Partnership between Denmark and India

Required qualifications

- 5+ years of relevant experience with sales and strategy implementation in multinational companies and / or organizations, with international outlook or a background from a relevant sector.
- Experience with the Food, Agriculture, and Energy sectors.
- Experience in translating theory into practice with concrete experience.
- Insight into the terms and needs of small and medium-sized companies.
- Experience with project management and competence development.
- Fluent in English.

As a person you are:

- A team player who is good at collaborating and focuses on creating common results
- Engaged with both impact and situational awareness.
- Results-oriented with an eye on how new opportunities can be translated into concrete initiatives in a local context
- Adaptable and flexible with cultural understanding and interest in India and the region.
- A good communicator who thrives in a politically driven organization

We offer

- An exciting, inter-cultural, highly professional, and dynamic work environment with a wide range of diverse tasks.
- Great opportunities for further development of your professional and personal competences.
- A large degree of self-dependence.
- Focus on on-the-job learning and competency development.

Employment conditions

- You will be offered full time employment on a local contract based on the relevant legally binding labour market rules of India.
- 13th month salary.
- Your salary will reflect your qualifications, relevant experience and proven work-related results in accordance with the Salary Policy of the Embassy.
- You will be entitled to 25 days of paid holiday per year.
- As part of your salary, you will be enrolled in the EPF-scheme.

- Standard working hours are 37 hours per week.
- Medical coverage (80:20, where 80% of the medical expenditure is reimbursed by the Embassy).
- Willingness to travel for work is required.

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 Ms. Anja Villefrance delambrecreation@um.dk marked “**Application for Commercial Advisor - Food, Agriculture, and Energy**” no later than **Friday 17 July 2026**.

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/contact-information/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.

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

Only successful candidates will be contacted.

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

Questions

For any questions regarding the position, please contact Ms. Anja Villefrance, Minister Counsellor Head of Trade, and Commercial Affairs at delambrecreation@um.dk or HR and Administrative officer Ms. Nibedita Sengupta at nibsen@um.dk.

About us

The Danish Embassy is part of the Danish Foreign Service. The Embassy covers India and the concurrently accredited countries of Sri Lanka, Maldives, Nepal and Bhutan. The Embassy is an ambitious, high-paced and dynamic workplace with approximately 70 employees, 13 of whom are posted from the Danish Ministry of Foreign Affairs. The Embassy has a flat management structure.