**Position: Trade & Investment Adviser within Maritime and Defence**

**Type of employment:** Full-time, 2 years on a local contract with the possibility of extension
**Estimated starting date:** 1 September 2025 or shortly thereafter
**Location:** Ho Chi Minh City, Vietnam
**Application deadline:** 1 July 2025

**Join the Danish Embassy in Vietnam and shape the future of trade within the maritime and defence sector**

The Embassy of Denmark in Vietnam is looking for a dynamic and forward-thinking **Trade & Investment Adviser** with strong business acumen and a deep understanding of trade promotion and the Maritime & Defence (with a primary focus on maritime) sector. This unique role will focus on **business development** and **value creation** inthe maritime and defence sectors which is a global stronghold for Danish industry.

You will be based in Ho Chi Minh City at the Danish Economic and Commercial Office (DECO), an integrated part of the Embassy of Denmark in Vietnam, where you will report directly to the Commercial Counsellor. You will work closely with a team of experienced sector advisers in Vietnam and with colleagues across the other Danish Embassies in the South East Asia region.

**About the Role**

In this role, together with experienced colleagues, you will lead the development of new commercial initiatives, support Danish companies entering and operating in the Vietnamese market, and build compelling value propositions across the Maritime & Defence sector, which, amongst others, includes shipping, port infrastructure development, shipbuilding, maritime security, naval defence, etc. You will serve as the focal point for the Embassy’s Maritime & Defence advisory, helping Danish businesses navigate and comply with evolving regulatory frameworks and expectations.

You will operate at the intersection of diplomacy and trade, contributing to the strong bilateral relations between Denmark and Vietnam.

**Key Responsibilities**

**Client Advisory & Business Development**

* Advise and assist Danish companies in their export, investment, and expansion strategies through market analysis, supplier/partner searches, business set-up, public affairs, and delegation visits, primarily in the maritime sector.
* Identify and manage a strong pipeline of Danish business clients.
* Develop new concepts and commercial initiatives in collaboration with sector leads, identifying value propositions and onboarding Danish companies.

**Maritime Advisory & Stakeholder Engagement**

* Serve as the main contact point for the Embassy’s corporate maritime advisory, facilitating stakeholder engagement in both Denmark and Vietnam.
* Build and maintain strong networks with local authorities, industry associations, and private-sector stakeholders.

**Market Intelligence & Communication**

* Monitor and analyse regulatory and market developments.
* Provide tailored updates and commercial insights to Danish companies.

**Strategic Planning & Coordination**

* Contribute to the strategic planning and execution of export and investment promotion activities, including trade missions and sector campaigns.
* Coordinate with the country team and the Southeast Asia team to develop and implement the regional strategic plan.

Travel within the region and to Denmark should be expected.

The Embassy charges for commercial services provided to Danish companies, and the position includes a set of both individual and team based hard and soft KPIs to ensure progress, quality, and value creation across activities.

**Your Qualifications**

**Education**

* Bachelor’s degree in Business Administration, Economics, International Trade, Supply Chain Management & Logistics, International Shipping & Trade, or a related field.
* A Master’s degree in a related field is an advantage.

**Professional Experience**

* Minimum 5 years of progressive experience in strategic business development or government in the fields of international trade, trade promotion, sales & marketing in maritime & defence sectors
* Experience working with Danish, Nordic or European companies and stakeholders is a plus.
* Familiarity with economic diplomacy, maritime and port-related regulations and reporting, and market development is highly valued.
* Understanding of Vietnam’s business environment, regulations, and industry landscape.
* Experience working with SMEs and navigating public-private partnerships.

**Skills**

* Fluent in English – both written and spoken.
* Nordic language skill would be an advantage.
* Excellent communicator and network-builder with a proactive mindset.
* Able to work independently and in cross-cultural teams.
* Strong planning, coordination, and problem-solving abilities.
* Tech-savvy: Proficient in MS Office and preferably CRM systems.

**What We Offer**

* A high degree of autonomy in an exciting, fast-paced environment.
* A meaningful, purpose-driven role contributing to sustainable development.
* Competitive salary based on qualifications and local conditions.
* A supportive, family-friendly workplace with strong work-life balance and attractive benefits (Flexible working time, generous leave, insurance, annual retreat).
* Opportunities for regional travel and professional development (on-the-job learning, MFA training, e-courses).
* Dedicated colleagues and an international atmosphere with strong team spirit.

**Employment conditions**

* You will be offered full time employment for 2-year contract with the possibility of extension subject to agreement by both parties.
* You are employed with a work week of an average of 40 working hours, including a 30 minutes daily lunch break.
* You will be entitled to 20 days of paid vacation per year.
* Your salary will reflect your qualifications, relevant experience and proven work-related results.
* Attractive health insurance.
* Benefits and other conditions will be based on the Embassy’s Staff Rules.

**How to Apply**

Send your **application (cover letter, CV, educational documents, recommendations, and 2–3 references)** in English to: **hanamb@um.dk**
Subject line: *Application – Trade & Investment Adviser*

**Deadline: 1 July 2025**

*Please note only shortlisted candidates will be contacted. The selected candidate must present a clean criminal record and pass security clearance by Danish authorities prior to employment.*

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 ([Privacy Notice (um.dk)](https://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 abovementioned 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.

**Contact**

For questions about the position, please contact:

**Mr. Lasse Pedersen Hjortshøj**, Commercial Counsellor, Head of Trade and Economic Diplomacy – Embassy of Denmark in Vietnam, **lashjo@um.dk**

**Ms. Tran Thi Tuyet Mai**, Head of The Danish Economic and Commercial Office in HCMC, **tttmai@um.dk**

**About Us**

The Embassy of Denmark in Vietnam covers both Vietnam and Laos and is part of the Danish Foreign Service. With around 50 staff members across Hanoi and Ho Chi Minh City, the Embassy is a vibrant and ambitious workplace.
Learn more: [www.vietnam.um.dk](http://www.vietnam.um.dk)

The Embassy is committed to equal opportunity and welcomes applications from all qualified candidates regardless of gender, race, nationality, ethnic origin, religion/belief, disability, age and/or sexual orientation.