



**EMBASSY OF DENMARK**  
Jakarta

**VACANCY**  
**COMMERCIAL ADVISOR FOR FOOD AND AGRICULTURE**  
**EMBASSY OF DENMARK IN JAKARTA**

- Position:** Commercial Advisor for Food and Agriculture (Staff category Advisor/ Officer II)
- Type of employment:** Full time, 37 hours week, employment for two-year contract with possibility of extension on a local contract
- Salary range:** Basic gross annual salary IDR 240,000,000 (remuneration subject to qualifications and functions)
- Starting date:** 1 March 2025, or soon thereafter
- Location:** Embassy of Denmark in Jakarta, Menara Rajawali, 25th Floor, Jl. DR Ide Anak Agung Gde Agung, Kawasan Mega Kuningan, Jakarta 12950
- Deadline for application:** 7 February 2025
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Are you passionate about promoting sustainable solutions and driving business growth in the food and agriculture sector? The Embassy of Denmark in Jakarta is seeking a dynamic Commercial Advisor for Food and Agriculture to support Danish companies in navigating the dynamic Indonesian market. This role combines strategic advisory with hands-on implementation, making it an exciting opportunity for someone eager to create impact in the food and agriculture industries.

**Background**

The Trade Council of Denmark plays a pivotal role in advancing the internationalization of Danish businesses, fostering export growth, and creating opportunities in global markets. At the Embassy of Denmark in Jakarta, the Trade Council provides tailored advisory services to Danish companies, helping them succeed in Southeast Asia's diverse and evolving markets.

We are looking for a dynamic, high-performing, self-motivating, creative and sales-driven advisor that can drive and spark the interest of the Indonesian and Southeast Asian markets for Danish businesses within the Food and Agriculture sector. You will be part of the coordination fora of the embassy team within development and economic diplomacy, and



responsibilities will include driving commercial initiatives that are aligned with Danish companies' goals and priorities in the market.

As a **Commercial Advisor for Food and Agriculture**, you will join a vibrant team dedicated to facilitating partnerships, advocating for sustainable solutions, and enabling Danish companies to access new market opportunities. Your work will contribute to Denmark's strong reputation for innovation and sustainability in the global food and agriculture industries. The position involves further close cooperation and intervention with the trade council team in SEA and the implementation of the regional strategy for the food and agriculture sector.

### **Key Responsibilities**

- Provide strategic market entry and expansion advisory to Danish companies in the food and agriculture sectors.
- Foster and maintain relationships with key stakeholders, including government agencies, industry associations, and local businesses.
- Monitor and analyse trends, regulatory developments, and market opportunities in Indonesia.
- Plan and execute business development activities, such as delegations, workshops, and networking events.
- Advocate for sustainable and innovative Danish solutions, aligning with local market needs and global trends.
- Contribute and facilitate regional cooperation within SEA.
- Support the implementation of the Embassy's development cooperation programs in the food and agriculture sector.

### **Qualifications**

- A master's degree or equivalent in a relevant field such as Food Science, Agriculture, Economics, International Business or a related discipline;
- At least 3-5 years' working experience in business development, international trade, commercial advisory, or a related role;
- Knowledge of the food and agriculture sector, with an understanding of key market players, trends and challenges in Indonesia;
- Strong analytical skills with the ability to translate market insights into actionable strategies;
- Proactive, communicative, innovative and capable of growing and maintaining an existing network in the food and agriculture sector;
- Customer oriented and proven track record of stakeholder management;
- Ability to work independently and in teams;
- Fluency in Bahasa Indonesia and English, both written and spoken. Strong analytic skills a preference;
- Familiarity with Danish strongholds within food and agriculture is an advantage.



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### **What we offer**

An international, exciting and dynamic work environment with travel opportunities in Indonesia, as well as business promotion travels to Denmark. Collaboration with Danish strongholds and commercial colleagues at the Danish embassies across Southeast Asia, as well as Indonesian stakeholders in the sector.

The Embassy is offering a two-year contract with the possibility of extension in accordance with regulations for local staff at the Embassy of Denmark in Jakarta. Your salary will reflect your qualifications, relevant experience and proven work-related results. Basis gross annual salary is IDR 240,000,000 (13 months) with possibility of additional allowances for special qualifications and functions. In addition, it is possible to receive a performance based bonus.

We would like you to start at as soon as possible (subject to security approval).

### **Application and recruitment process**

Please send your English written application no later than 7 February 2025 at 12.00 pm Western Indonesian Time by email to [jktambvacancy@um.dk](mailto:jktambvacancy@um.dk) with the **subject: Commercial Advisor for Food and Agriculture**.

Your application must contain your CV, cover letter, proof of relevant education, recommendations and 2-3 professional references, combined as a **single PDF file**, with the **subject: Commercial Advisor for Food and Agriculture**.

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 (<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 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.

### **Questions**

For any questions regarding this position, please contact Commercial Advisor, Ms. Monica Gunawan at [monqua@um.dk](mailto:monqua@um.dk).

### **About us**

The Ministry of Foreign Affairs of Denmark represents Denmark's interests internationally, promoting trade, sustainability, and innovation across the globe. As part of this mission, the Embassy of Denmark in Jakarta serves as a key hub for fostering diplomatic relations and facilitating economic cooperation between Denmark and Indonesia.

Furthermore, the Embassy works to enhance Danish companies' global competitiveness by providing strategic advisory services, identifying market opportunities, and building partnerships. Indonesia, with its vibrant economy and growing focus on sustainability, is a strategic market for Denmark, particularly in the food, agriculture, and fisheries sectors.



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At the Embassy, we pride ourselves on a professional and collaborative work environment where employees contribute to Denmark's global engagement while building strong local networks and expertise. Joining our team means becoming part of a global effort to promote Danish values and drive impactful change.

For more information about the Embassy, see our web page <https://indonesien.um.dk/en>.