



Trade Department - Internship at the Danish Consulate General in New York

The position as an intern at the Trade Department is for a period of 6 months starting from **August 1** for the autumn semester and **February 1** for the spring semester.

Danish exports to the United States continue to experience steady growth due to the recent favorable macro-economic situation. There is now a growing need for the Trade Department as a sparring partner for Danish businesses in the United States. We offer the traditional service that private consulting firms offer. We also focus on public affairs counseling – such as contacting authorities and cooperation - among our core competencies. We therefore have high expectations to our employees. As an intern here you will be part of a dynamic result-oriented team consisting of 6 Commercial advisers and 3 Commercial Interns.

The Trade Council in the United States is divided into sectors. In New York, you will have the opportunity to work with tasks in the following sectors: Economic Diplomacy & ICT, Interior & Design and Life Science.

Economic Diplomacy & ICT

This position is a dual one, where the intern will assist the Economic Diplomacy and ICT team. Previous knowledge from both areas is not expected, but from one is preferred.

1. Economic Diplomacy – UN Procurement and stakeholder management/engagement

UN Procurement: Advisory services targeted primarily Danish small and medium sized companies in the procurement process of goods and services to different UN agencies (UNICEF, UNDP, WFP etc.). You will as an intern get to work with companies across various industries. Due to the nature of the UN being an umbrella organization covering multiple agencies operating around the world, your market focus is global rather than local. Good communications skills and cultural awareness is needed, while a critical business development approach and the skill to combine and understand the intersection of political and commercial aspects is essential.

Global Public Affairs (GPA): Within this part of the position, clients are typically larger Danish companies and institutional investors and the Sustainable Development Goals (SDGs) are the baseline. Close collaboration and exposure to colleagues at the UN Mission is a part of all GPA assignments. The intern will get a unique exposure and insight into some of Denmark's largest companies. Assignments could be:

- Business development and individual market entry strategies
- Lead generating research and outreach to the UN and Danish companies
- Dispute resolutions
- Mapping of stakeholders, meeting programs, and logistical support to high-level participants

2. ICT

The ICT team works with Danish tech, IT and communication technology companies to boost their export, obtain financing, find partners, develop new ideas, incorporate the business etc. The Danish companies include start-ups that are born-global and perceive the US as a necessary step in their efforts to scale - as well as more established software, hardware and services companies with ambitions to make it in North America. As an intern, you need to be able to understand and help solve the challenges that tech companies face in regards to both business and technology. Being

familiar with concepts like SaaS, cloud, IoT and machine learning is useful. The New York tech industry is booming and it is expected that the intern will be active on the thriving tech-scene.

- Research on potential sales, technology or distribution partnerships
- Stay on top of newest developments on the startup-scene and in tech
- Market and competitor analysis - including product fit, USP and go-to-market analysis.
- Event coordination and participation at the UN and in NYC

Interior & Design

The Design-team is working with Danish design companies who are specialized in furniture, interior, fashion, and accessories.

If you are interested in Danish design, are following the current trends and have knowledge about the market, the Design Team would be right for you. The companies which we are working with differ a lot. Some companies have no knowledge about the American market whereas other companies have had previous experiences with the US and some might already entered the American market and needs help to expand additionally.

Being an intern in the Design Team, you will work closely with the two commercial advisors on client cases from scratch to delivery. The assignments that you will be part of during your internship could among others be:

- Market and competitor analysis for Danish design companies to research their potential for the given product category
- Research on potential partnership and joint venture development
- Event coordination and participation in New York City
- Coordination of Export Promotion and trips to Denmark in relation to American interest groups
- Support on recruitment tasks for new Danish companies in the US in relation to search for US sales directors, partners, etc.
- Stakeholder management

Life Science

The Life Science Advisory team at the Trade Council in NYC tackles a diverse set of tasks, which all ultimately merge on helping to drive Danish business relations and activity in the US within the life science and healthcare industries, covering subsectors as diverse as pharmaceuticals, biotech, devices, equipment, assistive technology, health IT, etc.

Being an intern in the Life Science Team, you will work closely with the two commercial advisors on client cases from inception to delivery. The assignments that you will be part of your internship may include, but are not limited to:

- Key Opinion Leader Seminars and Meetings
- Market and competitor analysis for Danish companies in the healthcare sector to research their potential for the given product category
- Strategic business development and market entry
- Assessment of life science pipeline, to assist in collaboration identification
- Public relations and Key Stakeholder Event Coordination and Execution
- Coordination of Export Promotion and trips to Denmark in relation to American interest groups
- Stakeholder management

Profile

We will need a high level of service and professional effort from you. You will have a busy, inspiring and fun time interning here, and you will be involved in many different projects. We focus on assigning responsibility to each intern, and you will be involved on an equal footing with the permanent Commercial Advisors. This internship will give you a lot of opportunities for both personal and professional development as well as an unique insight into the Ministry of Foreign Affairs and the Trade Council as a workplace.

We expect you to have a Bachelor degree or higher level of education and that you are currently studying a relevant Master program. Applicants should have good interpersonal skills.

We are looking for candidates who possess a great deal of initiative and a personal interest in promoting Danish exports on the world's largest market. We are looking for an extrovert and independent candidate with a high drive. Fluency in English and Danish, both written and spoken, is a prerequisite.

General guidelines

The internship should be part of your education, and we will make sure that internship fulfils the requirements for credit (ECTS) transfer. The internship is unpaid, but the Consulate General will provide a monthly subsidy of 3500 DKK to help cover the cost of living in New York.

Application

Interested applicants should send their cover letter, CV and grade transcripts by email to nycgkl@um.dk. Please write the following text in the e-mail subject line: "*Praktik – Handelsafdelingen – [Your Name]*".

Application deadline is **March 15, 2017**. If you have any questions, please don't hesitate to contact Commercial Advisor, Jens Brandt Nellegaard by email jennel@um.dk.

Read more about the Consulate General and the Trade Councils work in the US on www.usa.um.dk