



EMBASSY OF DENMARK
Jakarta

VACANCY
ENERGY ADVISOR (COMMERCIAL) –
EMBASSY OF DENMARK IN JAKARTA

Position:	Energy Advisor (commercial)
Type of employment:	Full time, 37 hours week, employment for two-year contract with possibility of extension on a local contract.
Starting date:	1 March 2024 or soon thereafter.
Salary range:	Basic gross annual salary IDR 300,000,000 (remuneration subject to qualifications and functions)
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:	8 January 2024

Would you like to work with green transition and business development in Indonesia?

The Embassy of Denmark in Indonesia is looking to hire a Local Energy Advisor (Commercial) to join our Embassy per 1 March 2024 or as soon as possible. The main task will be to drive business development in the area of renewable energy and energy efficiency, and to guide Danish companies to navigate the Indonesian and Southeast Asian market. This role also requires a depth of knowledge and networking with Indonesian stakeholders such the private, and public sectors including but not limited to State-Owned Enterprises, ministries, think-tanks, and private companies.

The position

We are looking for a dynamic, high-performing, self-motivating, creative and sales-driven energy advisor that can drive and spark the interest of the Indonesian and Southeast Asian markets for Danish businesses within the energy sector. You will be part of the “green“ cluster of the embassy team, and responsibilities will include driving commercial initiatives that are aligned with Danish companies’ goals in the market which has a strong focus on transmission line development, renewable energy generation, and energy efficiency development.

The role requires you to have a strong commercial mind-set and interests in promoting Danish solutions within renewable energy and energy efficiency. Identifying opportunities in the market is also important to navigate your clients. You are able to identify, develop and drive



larger business concepts and eager to be part of a busy and dedicated team at the Embassy of Denmark in Jakarta and among colleagues in the Southeast Asia region.

We expect you to engage with both private and governmental local stakeholders and to drive the complete sales and execution process in the Indonesian and Southeast Asian market (in collaboration with your “cluster” and regional colleagues) by linking your knowledge of the market opportunities and demands for Danish strongholds and solutions within the green transition.

Qualifications

- Preferably a Master in Science and Industrial Engineering, Business and Investment Administration, Economics, or other commercially relevant education.
- Minimum 5 years’ work experience within the Energy Sector in Indonesia and preferably with renewables, energy efficiency and green transition. Knowledge of Danish strongholds within green technologies is an advantage, but not a must.
- Working experience from both private companies and governmental institutions will be an advantage.
- Strong ability to identify business opportunities and develop business concepts.
- Ability to think out of the box and kick-start new ideas and take them to the next level.
- Fluency in Bahasa Indonesia and English, both written and spoken. Strong analytic skills a preference.
- A great communicator and experienced in building strong and lasting customer relations; strong in client-facing management
- A team player (and customer oriented).

What we offer:

An international, exciting and dynamic work environment with travel opportunities in Indonesia as well as business promotion travels to Denmark and the Southeast Asian market. Collaboration with Danish sector specialists and commercial colleagues at the Danish embassies in Southeast Asia as well as Indonesian stakeholders that together with you will strengthen the understanding of the challenges and investment opportunities within the green transition in emerging economies.

The Embassy is offering a two-year contract with possible extension. Your salary will reflect your qualifications, relevant experience and proven work-related results. Basis salary is 300,000,000 IDR (Gross). We would like you to start at 1 March 2024 or soon thereafter.

Application and recruitment process:

Please send your application (cover letter, CV, proof of relevant education, recommendations and 2-3 references with contact details - no other documents required) by e-mail to: Embassy of Denmark, E-mail: jktambvacancy@um.dk - marked ‘Energy Advisor (Commercial) and your name’ before 8 January 2024.

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->



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[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.



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

Kindly note that only short-listed candidates will be contacted. Short-listed candidates will be invited for a job interview and will be exposed to commercial skills test in English.

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 this position, please contact Head of Trade, Jacob Kahl Jepsen (jajeps@um.dk).

About us

The Ministry of Foreign Affairs of Denmark works amongst towards supporting Danish export and investment worldwide. The organisation of the Embassy in Indonesia is divided into four “clusters”. Yellow (administration & consular), Blue (Political, Maritime & Defence), Red (Health, Tech & IPR and Food & Agriculture) and Green (Environment, Water and Energy)

The Danish Embassies in Southeast Asia works to promote Danish export and investment in the following prioritized sectors: Environment, Energy and Water Sector; Food and Agriculture sector; Design and Creative Economy sector as well as Health and Maritime.

The Danish Embassy in Jakarta is also side accredited to Malaysia and the Association of Southeast Asian Nations (ASEAN).

The Energy Advisor (Commercial) will work closely with the G2G technical programmes (Strategic Sector Cooperation) working on Energy, Circular Economy & Waste and Food & Agriculture at the Embassy.

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