



Are you the new pragmatic networker our embassy needs? Promoting Dutch solutions for Chilean challenges?

The Embassy of the Kingdom of the Netherlands in Santiago is seeking an eligible and qualified applicant for the position of a **Business Developer/ Trade advisor (M/F)** (37,5 hrs per week). Someone who has a vision on the development of the Chilean water sector, the analytic skills to sharply map the opportunities for Dutch policy and business and the ability to convert these into action. Someone who has an excellent capability to build, extend and maintain a network of useful contacts within government and the business community and is easily relatable. Someone who is proactive, result-oriented, an outstanding team player and is able to combine teamwork within an internal open, direct working environment and an external more formal, hierarchical environment. External awareness and cultural sensitivity are very well developed.

GENERAL

- The Embassy of the Kingdom of the Netherlands maintains and promotes the bilateral relations between the Netherlands and Chile, represents the Netherlands' government in Chile and assists Dutch citizens in Chile that need it.
- The promotion of Dutch exports, investments and business development is a key task. The economic presence of the Netherlands in Chile is characterized by innovation, sustainability and the cooperation between public, private and research ('the golden triangle'). Priority sectors are water, agriculture and ports & logistics. Circular economy, smart cities and responsible business conduct are priority themes.
- The **Business Developer/ Trade advisor (M/F)** is responsible for the analysis, development and implementation of policies, programs and projects in the water sector and – in cooperation with other advisors – in various thematic areas.
- The Embassy works as a close team, with direct, non-hierarchical, open, responsible and professional internal relations and high integrity.

TASKS AND RESULT AREAS

- Analysis and knowledge acquisition in the above-mentioned priority sectors in Chile as well in the Netherlands.
- Building up and maintaining a relevant network in both the private and public sector in Chile and the Netherlands.
- Respond independently to trade related questions and registration in the global business database.
- Proactively identify, assess and promote business opportunities for Dutch businesses in the public and private sector in the priority sectors and thematic areas.
- Organize and support business events (seminars, missions, matchmaking events, etc.).
- Promote the Dutch business sector in general ('the Netherlands Branding').
- Cooperate with other team members, at the embassy and in The Hague, in common projects and assist in the overall team work where needed.

- Integrate the concepts of sustainability and circular economy into trade promotion and project development.

KNOWLEDGE AND SKILLS

- Level of education: University Degree (BA or MA degree).
- Professional experience: a minimum of 7 years of relevant experience.
- A thorough understanding of and experience in trade and business development.
- An excellent networker, capable of easy contact with all kinds of counterparts, client-friendly and service-oriented.
- Demonstrable knowledge and experience with private sector in the Netherlands or Chile in the priority sectors and/or thematic areas. Knowledge of the water sector is helpful.
- Demonstrable affinity with the Netherlands.
- An excellent command of the Spanish language, good knowledge of the English language. Written as well as spoken. Command of Dutch is highly recommended.
- The ability to work both independently and in a team.
- Analytically as well as pragmatically minded.
- Flexible and prepared to work in the evenings when needed.

THE MAIN REQUIRED COMPETENCES

- Planning and organizing.
- Initiative.
- Integrity.
- Cooperative.
- External focus.
- Analytical.
- Result oriented.

If you are interested, please send your motivation letter and CV addressed to the Ambassador of the Kingdom of the Netherlands, Harman Idema, to stg-cdp@minbuza.nl **not later than December 6th, 2019**. Your personal motivation is an important selection criterion. In your motivation letter, please make clear what you are looking for in the job, what you have to offer to the team and how your experience matches with (some of the) required competences mentioned above. If you have any questions, please send them to stg-cdp@minbuza.nl.