



Scottish Development International

International Trade Executive

Düsseldorf based

Salary: (2 year contract)

Scottish Development International (SDI) is the Scottish Government's international investment promotion agency. SDI supports Scottish-based companies to win business internationally, and engages with overseas

In October 2016, the First Minister of Scotland announced that SDI's resources in Europe would be supplemented to 'double the number of SDI staff working across Europe' to further support the internationalisation of the Scottish economy. This position has been identified as one of the additional staff roles and is a fixed-term appointment for 2 years.

SDI is seeking an International Trade Executive to join a team of 8 staff based at its office in central Düsseldorf to deliver its trade and inward investment targets and supporting activities, primarily in Germany but also in France. The job holder will be one of 5 Senior Executives in the Düsseldorf office and will be responsible for textiles. The main priority will be interiors opportunities in Germany but will also cover interiors in France and potentially some specific fashion opportunities in both markets.

This job involves regular travel in direct customer and client facing activity. Travel to Scotland for training and sector development activities will also be required as well as occasional business networking events outside normal working hours.

Specifically, the International Trade Executive will:

- Provide trade advice and guidance to Scottish textiles companies wishing to access the above mentioned markets
- Support companies with their market entry and growth strategies.
- Develop and maintain market-specific relationships and networks with key industry organisations and networks in the region, specifically within the commercial interiors sub-sector.
- Work with sector and account teams in Scotland to identify and deliver specific in-market trade opportunities for account managed and growth pipeline companies.
- Build and develop relationships with the commercial interiors supply chain including agents, distributors, showrooms and purchasing companies who have an influence on the decision-making process

- Gather in-market intelligence relating to commercial, hotel and high-end domestic interiors opportunities bringing deep insight into trends, market access and procurement routes
- Build Scotland's reputation as a supplier into the commercial interiors market through targeted engagement with key influencers
- Lead in the development of the interiors market plan for Europe, capturing in-market insights and addressing industry ambition
- Engage with the industry to disseminate insights and trends through working with the industry association.
- Ensure that cross-sector opportunities are explored fully.

To be successful in this exciting and challenging role you will require:

- Experience of working in an international trade and investment environment
- Knowledge and experience of working in the specific region
- A degree (or equivalent level of experience) in marketing/sales or business management
- Knowledge and understanding of the commercial, hotel and high end domestic interiors sector', or must be able to demonstrate the ability to quickly acquire the requisite level of specialist knowledge to engage credibly with senior industry representatives in the sector
- Strong customer relationship management skills
- An ability to manage a diverse range of customer relationships and projects
- Strong communication skills, IT literate and comfortable using MS Office platform as well as CRM systems
- Fluency in German and English, desirably French.

The following criteria are not essential but would also be desirable:

- Similar work experience, either with another investment promotion agency or economic development agency or in a consultancy capacity
- Previous experience of working with/in the UK / Scotland

Application letter and CV (in English) **should be sent to Maureen Cargan, Office Manager, SDI (maureen.cargan@scotent.co.uk)**. Please also specify where you saw this job advertised.

Closing date: 13 August 2017