

Vacancy Announcement



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DIRECTOR

Copenhagen 15 July 2021

Post Title: Director of Eurofish

Duration: Three years (renewable) – starting 1. March 2022

Level: Director

Duty Station: Copenhagen, Denmark

Job description

The Director of Eurofish will take over a dynamic organisation, currently consisting of 9 staff members. The Director will take the organisation into a new phase of further consolidation and growth, with ample room to put his or her imprint on the structure, design, and work of the organisation, sharpen its strategy and develop its programmes.

The Director reports to the Governing Council of Eurofish member countries, represented at the fisheries ministry level. The Director oversees all of the organisation's work and has ultimate responsibility for program planning, staffing, financial and personnel management, project acquisition, business expansion, and membership development. Beyond providing internal organisational leadership, the Director will also serve as a compelling external spokesperson for Eurofish, reaching policymakers, industry, governments and the public. The position entails more than 50 days of travel per year.

Eurofish has created, and in-house manages the leading European fisheries publication, the Eurofish Magazine. The Eurofish Director will also take up the function of a publisher.

Qualifications & Experience

The Director must be a strategic, result-oriented leader and institution-builder with demonstrated strengths in management, communication, project development and management, diplomatic abilities, and fund-raising for this key role. Specifically, an ideal candidate will have the following professional experience and personal characteristics:

Professional Experience

- At least five years of leadership experience at a senior level, preferably in an organization that works internationally.
- Advanced university degree or equivalent within fisheries and aquaculture is preferred. A solid background in the fisheries and aquaculture (post-harvest) sector will be highly valued.
- Proven track record developing and writing international project proposals, project implementation and a solid track record of raising funds.
- A thorough understanding of financial management and budgeting.
- A proven track record of effective interaction with government administrations, industry and trade associations.
- Experience with novel communications technologies.

Personal Characteristics

- Comfortable and experienced in public presence.
- Strong communication- and 'salesmanship' skills, including the ability to write and speak effectively and to enlist others to share one's vision.
- Outstanding interpersonal skills to work effectively with a wide variety of people from different cultures and levels.
- Required fluency in English, multi-lingual preferred.
- The inclination to listen, educate, and work towards partnership and common purpose coupled with the ability to act decisively in the absence of consensus.
- Keen sense of organizational strategy and structure.

- Excellent judgment and strong decision-making skills.
- Applies a management style that is goal-oriented but flexible which respects the capabilities and independence of staff members in accomplishing organisational objectives but provides them with a clear sense of direction.
- Has a thorough ability to inspire and organize people into a team(s).

Salary and benefits

A competitive salary and benefits package is offered. In accordance with the Host Agreement with the Government of Denmark and Eurofish, salaries and duties are exempt from Danish income tax.

Application

The application (detailed CV, motivation letter) in *English*, directly via email to brit.iensen@eurofish.dk no later than **8 October 2021**. Please mark your email subject and applications documents "102021 Director".

A candidate from a Eurofish member country will be preferred.

Additional information:

- can be obtained by contacting Marco Frederiksen, Acting Director, tel. + 45 333 777 68, e-mail: marco.frederiksen@eurofish.dk

Eurofish is the Intergovernmental Organisation for the Development of Fisheries and Aquaculture in Europe. It was originally launched in 1996 as a project of the Food and Agriculture Organization (FAO) of the United Nations. Since 2002 Eurofish has been a non-profit Intergovernmental Organization providing market information and technical advisory services to the fishery and aquaculture industries in Europe from its headquarters in Copenhagen, Denmark. Thirteen countries are currently members of Eurofish: Albania, Croatia, Denmark, Estonia, Hungary, Italy, Latvia, Lithuania, Norway, Poland, Romania, Spain and Turkey. Apart from membership contributions Eurofish is financed by income from its projects and services.

Eurofish contributes to the development of fisheries and aquaculture by publishing marketing and industry related information in the Eurofish Magazine and its website, on the organisation's website, as well as by organising conferences, workshops, seminars, business-to-business meetings and by implementing a variety of projects in the fields of fisheries, aquaculture, processing, trade and marketing. Eurofish has in-depth knowledge about the fisheries and aquaculture sector in Europe and neighbouring countries and holds an extensive network in the region, hereby Eurofish also undertakes consultancies on all aspects within fisheries and aquaculture.

The fishery and aquaculture industries in Europe face challenges to meet the growing demand for seafood products on domestic and export markets. There is an urgent need to further develop competitive advantages in a sector which is among the most globalised. Eurofish helps governments and the industry in its member countries – and also more broadly in Europe - to develop trade and cooperation relations in a sustainable and environmentally sound manner and to explore new opportunities. Eurofish is a unique regional organisation for fisheries and aquaculture in Europe and a frequent partner in international projects and studies. Eurofish is member of the global FISH INFO Network in cooperation with FAO-GLOBEFISH.