

Vacancy Announcement Senior Account Manager

EBS is hiring!

We would like to announce to you that EBS is expanding its team.

The European Business Summit is the organization that is mostly known for organizing the annual EBS conference, the largest and most influential networking platform in Brussels. In June 2016, EBS gathered 2.400 participants, 150 speakers and more than 200 reporters. EBS is a trusted ally for its partners from all sectors, private and public, and is offering guidance and support in navigating the complex EU landscape.

EBS is constantly increasing its activity and that is why we are looking for new talents – Senior Account Manager – to widen its team.

What we are looking for

- Minimum 5-7years working experience, preferably in EU affairs, Account Management, PR, Marketing or Sales
- Educational background in European Affairs, Business, Marketing or similar
- Familiar with European challenges across main industrial sectors (IT/ Technology, Energy, Climate, Pharmaceutical, Industry...)
- Excellent communication skills and interpersonal skills with the ability to relate to priorities and challenges of companies in all sectors, private and public
- Comfortable with client management, negotiating contracts and selling
- Strong business judgement and know how
- Understanding of EU institutions (Commission, Parliament and Council of the EU) and related affairs
- Able to manage multiple tasks and priorities concurrently internally and externally
- Result oriented with the ability to quickly go from thought to action; hands-on approach is a must
- Positive attitude and outlook with the ability to take one's own initiative
- As a person we think you are optimistic, commercially minded, autonomous, driven, flexible, down to earth and a great team player
- Fluency in English (native is a merit), good knowledge of French

About the position: main responsibilities

- Identifying and prospecting for new partners to join the summit including face to face client meetings
- Managing the partnership accounts from a-z, being the contact person for the partners and delegating tasks to be done internally
- Developing the account by understanding the clients needs and strategy, and establishing effective communication and relationship
- Work cross functionally with other departments (content management, logistics, web design, marketing and finance)
- Ensuring that the partners are satisfied, that the projects are being done in a professional and timely manner and that we deliver what is being expected
- Working on the permanent development, acquisition and maintenance of the accounts and the EBS portfolio

If you are looking for a new challenge in the European Affairs, please contact us by sending your CV and a short cover letter to Alexandra Le Seigneur at alexandra@ebsummit.eu by November 30th, mentioning in the subject line "Senior Account Manager". Interviews will be on going and only selected candidates will be contacted. Starting date: January 1st or as negotiated.

Every application will be treated confidentially.