Call for Partnership Manager

The Erasmus Student Network (ESN) is Europe’s biggest student organisation: through its network of more than 530 local associations, it is represented at 800 Higher Education Institutions across 42 European countries. It was founded in 1989, with the aim to support and develop student mobility. As part of its fundraising strategy, ESN partners up with the best international companies to offer advantages to its members and leads innovation efforts in the digitalisation of student services.

The international HQ in Brussels is looking for a Partnership Manager starting in November 2020.

What will you do:

- Market analysis and acquisition of new commercial partnerships.
- Account Management of ESN’s current commercial partners.
- Creating and implementing a partnership strategy in cooperation with the Treasurer of ESN.
- Managing and mentoring the Digital Marketing Intern.
- Customer support for ESNcard.org platform.
- Maintenance of ESNcard.org’s CMS (Content Management System) and its linked communication channels, such as newsletters and social media.
- Continuous development of ESNcard.org in cooperation with ESN’s IT department.
- Management and development of affiliate marketing strategies for ESN and its partners.
- Data-driven analysis of communication channels performance and definition of improvement opportunities.
- Financial tracking and management of commercial agreements in cooperation with the Finance Department.
- Development of a monetisation strategy for ErasmusIntern.org and other related online tools.
- Design and development of sustainable fundraising strategies for ESN.
- Provide support to the Board, colleagues and project teams when needed.
- Support with other projects of ESN International.
- In the absence of a Digital Marketing Intern, you should be able to cover the following tasks:
  - Design, plan, produce, execute and report on digital campaigns for commercial partners and ESNcard.org platform.

What we are looking for:

- Excellent negotiation skills to negotiate high-level commercial partnerships on the European level.
- Ability to manage and coordinate different stakeholder needs.
- Great communication skills and fluent in English, both oral and written: capable of leading negotiations and writing copy for marketing purposes.
Great project management skills: budgeting, meeting deadlines and stakeholders management.
An innovative and structural approach towards upcoming challenges.
Proactive attitude. Not afraid of proposing changes and taking ownership of full projects and tasks.
Ability to motivate and influence big networks of volunteers.
Ability to manage and mentor the Digital Marketing Intern on a daily basis.
Likes to work in teams and feels comfortable in a multicultural environment.
Knowledge of the following will be highly appreciated:
- Affiliate and Referral marketing
- Social media marketing
- Email marketing
- Google Analytics
- Financial management
- Contract and/or Commercial law
- GDPR and other Data Privacy regulations
- Experience as a volunteer in ESN

What we offer:
- Seniority level: Entry/Mid-level.
- Contract: A one-year contract, to be transformed into a permanent contract by mutual agreement after the first year.
- Salary: 2400 EUR per month gross, including a “13th and 14th month”.
- 34 EUR for transportation costs within Brussels.
- Beneficial health insurance package reimbursed.
- Casual, friendly, multicultural environment.
- Professional business approach of NGOs.
- Possibility to work with high-level corporate brands.
- Great autonomy to propose innovative projects for fundraising and others.
- Travel opportunities for certain internal and external events/fairs.
- Continuous gatherings with colleagues.
- Additional training opportunities in marketing and other fields of interest.

To apply, please send a CV and filled-in application form to applications@esn.org by the 23rd of August, at 23:59 Brussels time. Please use the subject line: "Partnership Manager".

Additional important notes:
- Unfortunately, ESN cannot cover relocation costs, but applicants can check if they are eligible for other relocation programmes such as Your First EURES Job.
- Interviews, either in Brussels or via Skype, will be conducted in early September.
- This is a Brussels-based position and all candidates need to have the right to work in Belgium before applying.

For questions regarding the position, please do not hesitate to contact ESN’s current Partnership Manager, Jirka Beran, at jirka.beran@esn.org (for content-related questions) or
Director, Rasmus Benke-Aberg, at director@esn.org (for technical/administrative questions). Please note that due to holidays responses might be delayed.