

ESCP BUSINESS SCHOOL BERLIN is looking for a new colleague in the department of MBA & Executive Degree Programmes joining us for **March 1st, 2021**

RECRUITING & KEY ACCOUNT MANAGER (m/f/d)

In this position you are primarily responsible to develop B2B partnerships and to manage the existing relations with partners with focus on our prestigious Executive MBA programme. You will be part of the team managing all executive degree programmes. The executive degree programmes portfolio comprises the top-ranked Executive MBA programme, the General Management Programme (GMP), the full-time MBA in International Management and specialized programmes in the field of entrepreneurship and digital innovation. You will also contribute to the overall development of the Berlin campus.

Your responsibilities:

- Recruiting & business development: co-create strategies and concepts to recruit potential partner companies for the Executive MBA & General Management Programme (GMP); identify target sectors and develop marketing and sales strategies in collaboration with the marketing manager
- Key account management: build up long-term partnerships with companies sending employees to our executive degree programmes
- Programme management & community building: plan and organize core courses and electives within the Executive MBA programme including company visits and social events and co-create an alumni community
- Support: contribute to overall projects and initiatives

Your qualifications:

- Academic degree, preferably in a management related field
- 3+ years experience in account management, sales and/or business development
- Pragmatic and solution-oriented team player with a creative mindset and strong implementation skills
- Precise, organised and accountable: to-do lists, excel sheets, reports, CRM tools are part of your daily routine
- Hands-on mentality and can-do attitude
- Fluency level in English (C2) and German (C1) as well as excellent communication and presentation skills

We offer a position in an international environment within a dedicated team and the opportunity to grow.

Please submit your application **until February 17th, 2021** by sending your application including salary expectations and possible start date to: sscheid@escp.eu

For further questions about the position please contact Mr. Sven Scheid, Senior Head Executive Degree Programmes +493032007127

Über die ESCP Business School: Die ESCP Business School ist eine internationale Wirtschaftshochschule mit Standorten in 6 europäischen Metropolen. Gegründet in 1819 ist die ESCP die älteste Business School weltweit. Bis heute belegt die Business School regelmäßig Spitzenplatzierungen in den Rankings der Financial Times. Akademische Schwerpunkte der ESCP Berlin sind die Themen Entrepreneurship, Nachhaltigkeit und Digitalisierung.