

ESCP Business School, Campus Berlin is a state-recognized university in Germany and is one of the leading business schools in Europe. We are looking for somebody **to start preferably December 1st 2024** in the role as:

Manager Company Relations (m/f/d)

Full-time (40h) | unlimited | located in Berlin

Tasks

As Manager for Company Relations you will be responsible for selling recruitment services and organizing recruitment activities with a wide range of company partners from different industries. You will be part of the Career Development & Company Relations team, which designs and implements career offers for all students, collaborates with an international network of partner companies, professors and other departments of the university. The focus of your role is to:

- grow our number of collaboration partners and increase our revenue in the area “Employer Engagement”
- regularly exchange information with our partner companies about their recruiting needs and identify suitable formats to meet their requirements
- support the team with sales of other services for companies, e.g. the ESCP company consultancy projects
- organize big recruitment events such as our annual career fair
- liaise with the federal Company Relation teams on ESCP’s campus’ in Madrid, London, Paris and Turin

We offer a pleasant, open and trusting working atmosphere with plenty of room for new ideas. You will be part of a agil, ambitious and very diverse team and you will be working with highly motivated students and companies. We offer flexible working hours and the opportunity to work from home up to 2 days a week. Our beautiful, historical campus is located next to the Schloss Charlottenburg and our amazing garden makes going to work extra enjoyable.

Requirements

- You are a natural networker with strong negotiation skills
- You enjoy sales and reaching out to company representatives and alumni
- Achieving ambitious targets are important to you
- You are well-structured, detail-oriented and enjoy organizing big events
- You like to be hands on and don't mind operational tasks when necessary
- In addition to your Master's degree, you have min. 3 years of practical experience from sales, consulting or business development
- You speak fluent English as we work in a very international environment. German is a big plus.

We look forward to receiving your detailed application documents (Letter of motivation and CV **in one PDF**), stating your salary requirements and your earliest possible starting date **by November 15th 2024**.

ESCP Business School, Campus Berlin

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<https://www.escp.eu/berlin>

About ESCP Business School: ESCP Business School is an international business school with campuses in 6 European metropolises. Founded in 1819, ESCP is the oldest business school in the world. To date, the business school is regularly awarded with top positions in the Financial Times rankings. ESCP Berlin's academic focus lies on the topics entrepreneurship, sustainability and digitalization.