



## Business Development Manager @ Impact Hub Bucharest

Location: Impact Hub Universitate, Bucharest

Area: Business Development

Contract type: Full-Time

Work style: on-site but with flexible & hybrid options

Seniority: min 3 years of professional experience

### POSITION SUMMARY

We are looking for a Business Development Manager to work in our Impact Hub Bucharest team in building long-lasting bridges between the corporate, entrepreneurial and innovation worlds. Working together with an inspiring team, you will be developing and implementing the sales strategy & the right service offering for new clients in the programs division.

### IMPACT HUB BUCHAREST

Impact Hub is an ecosystem that inspires and supports people to create social impact in the world through entrepreneurship. Our 10 years' experience in the local market incorporates co-working spaces and a series of acceleration and scaling programs. We are part of a global community of 26000+ impact makers spread over more than 100 locations worldwide. You can find out more about us at [impacthub.ro](https://www.impacthub.ro) or from our [Linkedin](#) page.

### Profile we are looking for:

- You are genuinely searching for a place where people value the impact of their work & the connections they build on the way
- Connected to the entrepreneurial & business ecosystem.
- You take your work seriously; you are autonomous and able to work efficiently in a team
- Good knowledge of trends and actors in the business, entrepreneurship, and sustainability, agrifood ecosystems in Romania.
- Very good communication and interpersonal skills, including persuasion, negotiation, and public speaking.
- Fast worker, who sees solutions and responds to challenges and opportunities quickly.
- At least 3 years of previous experience in: developing the sales strategy, corporate sales (sales of entrepreneurial programs and services is a plus).
- Fluency in written and spoken English.

### Role's responsibilities include:

Working under supervision of the Programs Director who oversees all Impact Hub Bucharest programs, you will:

- Plan and implement the sales strategy based on the strategic areas of intervention as defined by Impact Hub Bucharest.
- Research new market opportunities and identify prospective clients in the market.



- Attract new corporate partners in entrepreneurial events & programs developed by Impact Hub Bucharest.
- Develop custom proposals in the entrepreneurial education & innovation landscape based on client needs identified during the prospecting stage.
- Act as account manager for clients in portfolio in key moments.
- Work closely with various players in the entrepreneurial & innovation eco-system in Romania and build a tight business network around Impact Hub Bucharest.
- Represent the organization in various roles, including but not limited to: participating in meetings with chambers of commerce, attending and speaking at high profile events

**What we offer:**

- Working in the most inspiring space dedicated to entrepreneurs and diverse community of skilled professionals.
- Being part of a community of impact entrepreneurs; being part of a fast-growing local business and global network.
- A lot of responsibility and autonomy: we want you to leave your mark.
- Working with a diverse, highly skilled team.
- Several formal and informal opportunities for training and development.

**To apply:**

Applications will be accepted until March 24<sup>th</sup>. However, we will run interviews with selected applicants as soon as we receive applications and may decide earlier than that - so being entrepreneurial and applying fast is important.

Send us an e-mail at [jobs@impacthub.ro](mailto:jobs@impacthub.ro) with the subject Business Development Manager containing your resume and a concise motivation letter.