

REF: WindEurope/2016/08
Business Development Manager
Start: as soon as possible

WindEurope (formerly EWEA, the European Wind Energy Association) is the voice of the wind industry - actively promoting wind power on behalf of member organisations in Europe and worldwide. Our resources are focused on policy activities, lobbying and supporting our members.

WindEurope is seeking a *Business Development Manager* to be primarily responsible for developing WindEurope's member base with a focus on key business leads and accounts.

Main Responsibilities:

1. Support in the development and execution of the membership sales strategy of WindEurope
2. Implement the membership sales strategy in order to sustainably increase member base
 - (Pro)actively sell WindEurope membership
 - Identify and create sales leads
 - Coordinate and contribute in the proper administration of membership sales
 - Ensure proper membership data quality through regular checks and updates of the CRM database
 - Provide regular sales/forecasting reports, market research/analysis reports as well as analytics to senior management
3. Responsible for key account management
 - Maintain a continuous line of communication with WindEurope's key accounts
 - Support in the creation of services, products and events
 - Manage flagship initiatives crafted to serve our key accounts

Required Qualifications:

- Master's degree in a relevant field
- At least 5 years of relevant professional experience, preferably in the renewable energy sector
- Proven track record in sales management, strategy and negotiation
- Excellent interpersonal and communication skills
- Analytical skills, strategic and structured mind-set, project management skills
- Comfortable in high-level discussions with senior decision-makers
- Stress resistant
- Excellent written and oral English; all other European languages are an asset

To apply, please send your CV and a cover letter **by 15th June 2016** to jobs@windeurope.org with reference code: **WindEurope/2016/08**

Note: only short-listed candidates will be contacted after the deadline.