

**Job Title:** Health Project Director, European Business Summit

**Location:** Brussels, Belgium

**Job Summary:**

The Director of the Healthcare Project at the European Health Summit will represent the organization's interests before the European Union's institutions, its members, and other key stakeholders. This role will involve closely monitoring EU policies, regulations, and legislative developments that impact the project, while also playing a pivotal role in driving business growth, development, and expanding revenue streams through strategic partnerships and sales initiatives. The ideal candidate will have extensive knowledge of EU policymaking processes, strong communication, relationship-building, and business development skills, and the ability to create a comprehensive agenda for both the annual summit and working streams.

**Key Responsibilities:**

- Identify and analyze high-impact EU legislative and regulatory trends to align organizational strategies with evolving healthcare and policy frameworks.
- Provide strategic guidance to senior leadership on EU policies, assessing risks and business opportunities.
- Expand the project's business portfolio by developing strategies for client relationship building and revenue enhancement through partnerships with EU institutions and the private sector.
- Drive sales initiatives to secure partnerships, establishing targets and KPIs to increase revenue from commercial activities.
- Establish a multi-year advocacy program with measurable outcomes, adapting to shifting EU political dynamics.
- Cultivate high-level relationships with EU officials and stakeholders, positioning the organization as a key partner in policy discussions.
- Manage relationships with cross-sector stakeholders in healthcare to develop new business opportunities and deliver tailored solutions.
- Advise C-suite executives on EU policy trends, preparing strategic reports and action plans for long-term positioning in the market.
- Develop advocacy strategies to influence EU policies aligned with organizational objectives.
- Represent the organization in public consultations and meetings with policymakers, ensuring visibility at high-level forums and events.
- Lead the design and execution of high-profile events, establishing the organization as a thought leader in the EU healthcare policy landscape.

**Qualifications:**

- **Education:** Master's degree in European Studies, Political Science, Law, Public Policy, International Relations, or a related field, preferably with a focus on healthcare.
- **Experience:**

- 5+ years of experience in government affairs, public policy, or EU institutional relations, mainly in the healthcare.
- Proven track record of successful advocacy in the EU policymaking environment.
- Experience working with EU institutions (e.g., European Commission, European Parliament) and knowledge of legislative processes.
- **Skills:**
  - Deep understanding of the EU's legislative and regulatory framework, namely in the healthcare sector.
  - Strong analytical skills and ability to assess the impact of policy and regulatory developments on business.
  - Excellent written and verbal communication skills in English (other EU languages are an asset).
  - Relationship-building and negotiation skills to influence stakeholders.
  - Ability to work in a fast-paced, politically sensitive environment.
  - Familiarity with transparency and lobbying requirements in the EU.
  - An entrepreneurial approach to client servicing and business development – with proven track record of business growth.
  - Excellent interpersonal skills and ability to offer high-level advice on the spot.
  - Ability to solve problems and exercise excellent judgment with the ability to think 'outside of the box'.

#### **Desired Attributes:**

- Proactive, self-motivated, and politically astute.
- Strong team player with the ability to work cross-functionally.
- Ability to manage multiple priorities and deadlines.

#### **What we offer:**

- A competitive salary under a Belgian CDI contract.
- Flexible working options, including the possibility of part-time arrangements.
- A dynamic, international environment with opportunities of growth and personal development.

#### **How to apply?**

- The position starts as soon as possible and is based in Brussels.
- To apply, please send your CV and a 1-page cover letter to Arnaud Thysen, Director-General at EBS ([recruitment@ebsummit.eu](mailto:recruitment@ebsummit.eu)) by 8 November 2024.
- Applications will be reviewed on a rolling basis. Please note that only shortlisted candidates will be contacted.