



The European Cyber Security Organisation (ECSO) ASBL – www.ecs-org.eu – is a fully self-financed non-for-profit organisation under the Belgian law, established in June 2016. From 2016 to 2020, ECSO was the privileged partner of the European Commission for the implementation of the European Cyber Security Public-Private Partnership (cPPP). ECSO Members include a wide variety of stakeholders such as large companies, SMEs and start-ups, research centres, universities, clusters and associations, users and operators, as well as local, regional and national administrations. ECSO Members originate from EU Member States, countries part of the European Economic Area (EEA), the European Free Trade Association (EFTA) and H2020 associated countries. The main goal of ECSO is to coordinate the development of the European Cybersecurity Ecosystem supporting the protection of European Digital Single Market, ultimately contributing to the advancement of European digital sovereignty and strategic autonomy.

ECSO is looking for a full time

Junior Manager for the ECSO Cybersecurity Marketplace

As part of its strategy to develop a European cybersecurity ecosystem, ECSO is supporting European cybersecurity companies and, in particular, SMEs. ECSO is launching an online platform called ECSO Cybersecurity Marketplace, a publicly accessible online tool where European cybersecurity companies can advertise their solutions and services to potential customers. The goal is to provide visibility to the competence and products of European cybersecurity SMEs and companies by advertising their solutions / services, facilitating cooperation, investments and networking.

About the ECSO Cybersecurity Marketplace

The aim of the ECSO Cybersecurity Marketplace is to become the leading platform for SMEs promoting European cybersecurity solutions and forming an ecosystem where demand meets supply, funding, resources and know-how. Users will be able to:

- search the platform for specific cybersecurity solutions
- search for those companies they would like to invest in or develop a business with
- advertise their products / services

Job description and responsibilities

Under the supervision of the Coordination Manager in charge of investments, support to SMEs, regions and Digital Innovation Hubs (part of ECSO's Working Group 2 and Working Group 4), the Junior Manager will contribute to the implementation of the upcoming ECSO Cybersecurity Marketplace and assist with certain tasks related to WG2 and WG4.

In particular, the Junior Manager will contribute to the following tasks:

- Keep the ECSO Cybersecurity Marketplace database updated and analyse related data.
- Coordinate the sustainability requirements of the platform in terms revenue generation (i.e., “selling” the Platform services).
- Generate leads and cold call prospective platform users (mainly SMEs).
- Foster and develop relationships with the platform users.
- Manage the ECSO Cybersecurity Marketplace under the supervision of the Coordination Manager.
- Provide support to the ECSO Cybersecurity Marketplace different users.
- Drive the evolution of the marketplace’s features.
- Be the point of contact between ECSO and the ECSO Cybersecurity Marketplace developers.
- Together with ECSO’s Marketing and Communications Manager, support the promotion and sales of the ECSO Cybersecurity Marketplace and its services.
- Assist the Coordination Manager in the preparation of events and meetings with investors, SMEs and other stakeholders.
- Contribute to the development and implementation of the strategic priorities and work plan of the ECSO Working Groups dealing with cybersecurity market related activities.
- Keep the Coordination Manager informed about all the developments linked to the ECSO Cybersecurity Marketplace service.

Requirements

- 1-2 years of experience (internships can be considered within this period).
- Relevant degree from a university or business school in economics, business management and/or marketing will be an advantage.
- Proactive, flexible and being a self-starter are important pre-requisites. The ideal candidate should be able to work under minimum supervision.
- Strong analytical (numeric & strategic) and process thinking capabilities.
- Good interpersonal skills to understand the needs of the platform users.
- Good understanding of the cybersecurity / new technologies market, and desire to develop knowledge in this area.
- Solution-oriented.
- Positive attitude.
- Passion for new challenges and interest in developing innovative approaches to support to SMEs.
- Effective communication and organisational skills.
- Ability to multitask and work under strict deadlines.
- IT-skills: Advanced use of MS Office (Outlook, Word, Power Point and especially Excel), ability to design info graphics, statistical analysis software, etc. Previous experience in managing a CRM database would be an asset.
- Excellent knowledge of English is a must. Proficiency in other European languages is an asset.
- Prior project management experience at European level with multi stakeholders would be an advantage.



What we offer

- Full-time position.
- 12 months CDD renewable once, with possibility to be extended in a CDI.
- Gross salary in line with similar positions in Brussels, also depending on your experience and background.
- Extra-legal benefits: meal allowance, hospitalisation/health insurance.

Starting Date: as soon as possible

Location: Brussels, hybrid (4 days at the office and 1 remote)

Please send your CV and cover letter to Joanna.swiatkowska@eco-org.eu and milda.kaklauskaite@ecs-org.eu with subject "Application - Junior Manager for the ECSO Cybersecurity Marketplace". Please submit your application by the 31st August EoB. Only shortlisted candidates will be contacted.

In accordance with GDPR, ECSO ensures that your data will be processed exclusively for the purposes of completing this recruitment process. By applying, you consent to the processing and storage of your data. Your data will be made available to the Secretary-General as well as the administrative personnel responsible for the recruitment process. You can withdraw your application and the right to process the data that you have provided to us at any time by sending an e-mail to secretariat@ecs-org.eu