
Since 2016, ECSO has been 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 SME Hub & Cybersecurity Marketplace**

As part of its strategy to develop a European cybersecurity ecosystem, ECSO is supporting European cybersecurity companies and in particular SMEs.

To this end, ECSO is launching this spring an online platform called ECSO Cybersecurity Marketplace, which will provide visibility to the competence and products of European cybersecurity SMEs and companies by advertising their solutions / services, facilitating cooperation, investments and networking.

The ECSO Cybersecurity Marketplace is one of the three initiatives of the ECSO SME Hub, to which the successful candidate will also partially contribute.

**About the SME Hub**

The SME Hub has been designed by ECSO to help European SMEs and cybersecurity companies to expand beyond their traditional home markets, which are often limited to the national or regional level. It comprises of three services:

- **the CYBERSECURITY MADE IN EUROPE Label**, which serves as an industry-driven marketing tool to promote qualified European-based cybersecurity companies and increase their commercial exposure on the European and the global market. More at https://www.cybersecurity-label.eu/
- **the European Cyber Quadrants** (under development), which will serve as a market differentiator among cybersecurity companies based on their broadness of service, quality and capacity to deliver. Each cybersecurity market sector will have a specific “European Cyber Quadrant”, for which cybersecurity companies will be ranked according to clearly defined criteria assessing their quality and capabilities.
- **the ECSO Cybersecurity Marketplace** (see below).

**About the ECSO Cybersecurity Marketplace**

In spring 2022, ECSO is launching the ECSO Cybersecurity Marketplace, a publicly accessible online
platform where European cybersecurity companies can advertise their solutions and services to potential customers. 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.

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 WG2 and WG4), the Junior Manager will contribute to the implementation of the upcoming ECSO Cybersecurity Marketplace and assist with certain tasks related to the SME Hub.

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

- Manage the ECSO Cybersecurity Marketplace under the supervision of the Coordination Manager.
- Keep the ECSO Cybersecurity Marketplace database updated and analyse related data.
- Provide support to the ECSO Cybersecurity Marketplace different users.
- Drive the evolution of the marketplace’s features.
- Coordinate the sustainability requirements of the platform in terms of promotion and revenue generation (i.e. “selling” the Platform services).
- Be the point of contact between ECSO and the ECSO Cybersecurity Marketplace developers.
- Together with ECSO’s Marketing and Communications Manager, support the promotions and sales of the ECSO Cybersecurity Marketplace and its services. The same tasks may apply for activities under the SME Hub (e.g. CYBERSECURITY MADE IN EUROPE Label).
- 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 these issues.
- Keep the Coordination Manager informed about all the developments linked to the ECSO Cybersecurity Marketplace services.

Requirements

- Relevant degree from a university or business school in economics, business management, marketing.
- 1-3 years of experience (internships can be considered within this period).
- Strong analytical (numeric & strategic) and process thinking capabilities.
- Effective communication and organisational skills.
- Ability to multitask and work under strict deadlines.
- Proactive, flexible and a self-starter are important pre-requisites. The ideal candidate should be able to work under minimum supervision.
- Interested in tackling new challenges to develop innovative approaches and support to SMEs.
IT-skills: Advanced use of MS Office (Outlook, Word, Power Point and especially Excel), info graphic, 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 would be 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

Please send your CV and cover letter to milda.kaklauskaite@ecs-org.eu with subject “Application - Junior Manager for the ECSO SME Hub & Cybersecurity Marketplace”. The deadline to submit your application is the 14th March EoB. Only shortlisted candidates will be contacted.

In accordance with the 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