

Community & Business Developer



Interested in developing innovative strategies to grow memberships and enhance customer engagement? Want to develop new business models and test new concepts within an existing organisation? UIIN is a global network of 500+ individual and organisational members working in university-industry interaction. UIIN conducts research, provides consultancy services, and organises events to facilitate networking and knowledge sharing. We are looking for a community & business developer that will drive engagement amongst our community, establish partnerships and take a data-driven approach to grow our membership base.

Position: Community & Business Developer

Start date: October / November 2020

Location: Amsterdam

Your activities

You will be working in an international team of young professionals, and with experts from across the globe. Developing and promoting innovative and new lines of services are key for our activities and growth strategy. We are looking for a colleague to support our business and partnership development and help UIIN grow.

Specifically, you will be

- Developing strategies and approaches to drive engagement of UIIN individual and organisational members
- Designing targeted value propositions for growing the UIIN membership base;
- Collecting and analysing data to provide insights and better understanding of customer engagement, attraction and retention;
- Developing and implementing a cross-channel marketing and communication approach;
- Building and maintaining relationships with key stakeholders and event sponsors;
- Organising online and offline events, incl. workshops, webinars, conferences;

What we offer

- A friendly and international work environment with flexible working hours;
- A challenging position with a high level of independence;
- Full time 1-year contract starting in October 2020 with 25 annual leave days;
- A fully equipped workplace with a desk, laptop, access to WIFI, unlimited coffee, tea and fruit, and a home to a team of curious and open minded young professionals.

What we are looking for

- Background in marketing/ sales/ event management/ or business model design;
- A natural relationship builder – you empathise with others and build strong rapport with people;

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- Comfortable approaching and engaging with end-users, promoting UIIN, and generating buy-in across multiple stakeholder groups;
- Ability to work in an ambiguous and dynamic environment and comfortable with non-hierarchical organizations.
- Willing and capable to pioneer and test new initiatives;
- Self-motivated, outcome oriented and focused on getting things done;
- Outstanding written and verbal communication skills in English essential;
- Previous experience in an international environment is a plus;
- Interest in higher education development and collaborative innovation is a plus;

We are looking forward to receiving your application (CV and a motivation letter) by e-mail and in English. Do not hesitate to contact Dr. Balzhan Orazbayeva (orazbayeva@uiin.org) if you have any further questions.

Company profile

The University Industry Innovation Network (UIIN) is a dynamic network of academics, practitioners and business professionals passionate about advancing relationships between universities and companies (university-industry interaction, entrepreneurial universities and collaborative innovation). UIIN was founded in 2012 and has more than 400 members from 30+ countries. We aim to provide a supportive and encouraging environment for our members through a wide variety of activities.

The work we do at UIIN has a wide variety of aspects, including (1) our events, our international conference that attracts over 500 delegates from 60+ countries, 4 to 6 workshops that we organize in Amsterdam annually for 10-20 international delegates per event, as well as series of regular online events ranging from workshops to networking session, (2) our members and the information provision towards our members in terms of newsletters, blog posts and social media, (3) our (European) projects for clients such as the European Commission and (4) our consultancy services that we provide to universities, national and international governments and other organisations.

UIIN is located in Amsterdam (at the Amsterdam Science Park), with 8 staff members on-site. In addition, UIIN works with consultants and various freelancers that are located throughout Europe. The staff of UIIN holds a wide variety of nationalities, and has been active in both academia and industry.