Open Call: Partnership Manager

The Erasmus Student Network (ESN) is Europe's biggest student organisation: through its network of more than 520 local associations, it is represented at 1000 Higher Education Institutions across 43 European countries. It was founded in 1989, with the aim of supporting and developing student mobility. As part of its fundraising strategy, ESN partners with the best international corporations to offer advantages to its members and leads innovation efforts in the digitalisation of student services.

As Partnership Manager, you will play a central role in developing and maintaining ESN International's corporate partnerships, ensuring that they create meaningful benefits for international students, volunteers and the organisation. You will manage existing relationships, identify new business opportunities and help strengthen the financial sustainability of ESN International through mission-aligned partnerships.

Working closely with ESN's leadership and internal teams, you will combine relationship management, business development and the implementation of partnership activities.

The international Headquarters in Brussels is **looking for a Partnership Manager starting in January 2027.**

Job Description

Account Management & Business Relations

- Serve as the main point of contact in all matters related to current partners' concerns and needs, building and strengthening client relationships to achieve long-term partnerships.
- Maintain accurate client records, keeping track of contractual conditions, commitments and Key Performance Indicators.
- Work with other internal teams and external stakeholders to ensure ESN's commitments towards partners are being fulfilled.
- Manage and develop affiliate marketing and direct marketing strategies for ESN and its partners.

ESNcard Support & Roll-out of membership benefits

- Support the development of ESNcard.org and ErasmusCareers.org to improve international students' membership experience with the Erasmus Student Network.
- Coordinate the customer support of queries from students related to student offers and membership questions.
- Maintain ESN's content management system related to student offers and its linked communication channels, to monitor promotion and visibility of corporate partnerships.
- Analyse data on usage and student engagement to assess impact and improve the offer and engagement.

Fundraising

- Identify key areas to further develop ESN's business relations connected to international student mobility, and prepare the acquisition of new partnerships in the corporate world
- Identify trends in corporate needs or opportunities in industries like tech, travel, or education; areas aligned with ESN's mission.
- Implement the partnership strategy to foster sustainable fundraising in cooperation with the Treasurer of ESN.
- Develop ESN's capacity to connect with business partners and foundations to offer them a solution for Corporate Social Responsibility.
- Fundraise to roll out programs that address ESN International, in collaboration with internal teams in other departments to implement impactful initiatives with external stakeholders.
- Identify potential diversification of ESN's corporate partnership portfolio and engagement of said partners.

Qualifications & Requirements

- Preferably a Bachelor's degree in a business-related field, or equivalent relevant professional experience.
- Experience working in an NGO, membership organisation or student-led organisation.
- Excellent negotiation skills to negotiate high-level commercial partnerships at the European level.
- Ability to manage and coordinate different stakeholder needs.
- Excellent communication skills and fluency in English, both oral and written: capable of leading negotiations and writing marketing copy.
- Great project management skills: budgeting, meeting deadlines and stakeholder management.

- An innovative and structured approach towards upcoming challenges.
- Proactive attitude. Not afraid of proposing changes and taking ownership of full projects and tasks.
- Ability to motivate and influence big networks of volunteers.
- Ability to manage and mentor the Digital Marketing Intern daily.
- Likes to work in teams and feels comfortable in a multicultural environment.
- Knowledge of the following will be highly appreciated:
    - Affiliate and Referral marketing
    - Social media marketing
    - Email marketing
    - Google Analytics
    - Financial management
    - Contract and/or Commercial law
    - GDPR and other Data Privacy regulations

Terms and conditions

- Full-time position (38 hours per week);
- One-year contract (prolongation depending on external funding);
- Gross monthly salary between €2500 and €2800, corresponding to ESN International's salary framework. Placement within the range will be determined by objective criteria, including relevant professional experience and competencies.
- A 13th month and holiday pay in accordance with the applicable Belgian employment conditions.
- Additional benefits, including meal vouchers, health insurance and public transport reimbursement.
- Access to further training (*congé éducation*) during working hours;
- Opportunities for professional development beyond training, such as networking or access to international conferences.
- Casual, friendly work environment;

Please note: This is a Brussels-based position, and we expect that the selected person will move to Brussels whenever possible. Also, note that applicants need to have the right to work in Belgium before applying.

How to apply?

To apply, please fill out the **application form**, upload your **CV**, and answer the three questions. Only complete applications will be considered.

Note: No motivation letter or reference letters are required. References may be requested at a later stage of selection.

The **deadline** for the application is the **7th of December 2026, at 23:59 Brussels time**, with interviews expected to take place between the 14th and the 18th of December 2026.

For more information on our organisation, please visit our website www.esn.org. For information about the position, please contact director@esn.org and treasurer@esn.org.

Questions in the application form:

In addition to several identification questions so we can reach you and know who you are, we ask the following three questions from all applicants.

Note: We welcome applications that reflect your own experiences, perspectives and ideas. While you may use digital tools, including AI, to support your application, we encourage you to provide authentic and specific answers. We are interested in understanding your personal motivation, relevant experience and approach to the role.

Question 1 - Which aspects of the role interest/motivate you the most?

In this question, please illustrate what interests you in working for us.

Please use max. 200 words.

Question 2 - What relevant experience do you have for this position?

In this question, please showcase to us which past experiences you have had that can be relevant to the position. Both employment, education and volunteer work will be taken into account.

Please use max. 200 words.

Question 3 - Your Insights into ESN's Partnership Strategy

ESN International collaborates with corporate partners across different sectors to provide benefits to international students and volunteers, support its activities and contribute to its financial sustainability.

As Partnership Manager, you will be responsible for identifying, assessing and developing partnership opportunities that create value for both ESN and its corporate partners.

Imagine that you are reviewing ESN International's existing partnerships alongside several new partnership proposals from companies interested in collaborating with the organisation.

Please explain how you would assess which opportunities are worth pursuing, considering the following aspects:

1. **Assessment criteria:** Which criteria would you use to evaluate potential partnerships, considering ESN's mission, the interests of students and volunteers, and the organisation's financial sustainability?
2. **Prioritisation and resource allocation:** How would you compare and prioritise partnership opportunities, considering their potential financial return, the staff time and resources required to develop and maintain them, and their broader organisational value?
3. **Mutual value and impact:** How would you assess whether a partnership creates meaningful value for ESN, its members and the corporate partner? How would you measure its success?

Please use max. 700 words / 2 pages.