



BRCC

British Romanian
Chamber of Commerce

MEMBERSHIP MANAGER JOB DESCRIPTION

| full-time | hybrid |

Here, your duties will be to:

- Manage the entire selling process from prospecting to contract negotiations and proactively follow the entire member journey;
- Conduct lead generation, prospecting, and qualifying potential new member, actively source new business opportunities for the Chamber;
- Self-responsible implementation of the sales process from acquisition to completion. Build and cultivate prospect relationships and move opportunities through the sales funnel;
- Develop consistent sales strategies by understanding member needs and match them with our services and capabilities;
- Eliminate sales obstacles through creative and adaptive approaches ;
- Build and deliver high quality presentations and demonstrations, articulate our services' strengths and competitive advantages;
- Ensure full penetration into and mapping of members organization in a B2B environment;
- Seek to continuously improve member satisfaction and own the overall membership relationship for existing members, as well as potential new members;
- Actively engage Marketing team into the customer relationship to ensure customers know relevant initiatives;
- Provide service support to the team members and act as a main point of contact for members' extraordinary issues;
- Regularly review membership workflow and internal processes and make recommendations for improvement;
- Coordinate admin membership related work

We expect :

- 2-3 + years of sales experience with deep knowledge of B2B processes
- Ability to develop winning customer value propositions
- Aggressive go-getter with strong presentation, communication, negotiation and closing skills.
- Experience in building and maintaining relationships with senior executives;
- Able to work independently, have a high energy level, and competitiveness, very organised with emails, calls, meetings etc;
- Ability to build wide network and connect easily as well as a diverse, international environment
- Excellent customer service delivery skills
- Digital skills (Zoom, MS Office etc.); Great English skills (written & spoken);
- Tech savvy

CANDIDATE PROFILE (THAT'S YOU!)

Academic background

Graduate in Political Science/Public Affairs/International Relations/Economics/Marketing or related fields;

Join BRCC because:

- We offer you great exposure to the governmental sector, academic sector, business sector and the civil society;
- We offer you endless opportunities to grow (both on professional and personal grounds);
- Access to our events
- We are a young, proactive, funny and energetic team. We always support each other and listen to each other;
- We have really cool initiatives (we speak facts here);

But we also need you to be:

- Proactive and results-oriented
- Dynamic
- Empathetic and sociable
- Supportive & reliable
- Flexible and adaptable
- Willing to learn as you grow
- Definitely, a team player

If this is you, we are very eager to get to know you better!

FIND US HERE



Let's work together! To apply for this position, please send an e-mail with your CV and a short description to anna.nastase@brcconline.eu