

Business Development Manager Erasmus Enterprise

Rotterdam, 32 - 40 hours a week

Do you enjoy building strong relationships, creating partnerships and helping new ideas grow? Do you like working with startups, companies and partners in a dynamic and entrepreneurial environment? Join [Erasmus Enterprise](#) as our new **Business Development Manager**!

We are looking for someone who can spot new opportunities, connect with many different stakeholders, and help our strategic projects grow to the next level. You will play an important role in building partnerships for our flagship programs, visiting companies & start-ups to promote innovation and entrepreneurship, and supporting the growth of our ecosystem. It's never a dull moment @Erasmus Enterprise!

What you will do

At Erasmus Enterprise, we're all about innovation, entrepreneurship and community. As our Business Development Manager you will:

- Build and maintain strong relationships with start-ups, companies, partners and other stakeholders in the Erasmus Enterprise ecosystem;
- Develop partnerships for our flagship programs such as the [Erasmus University Challenge](#), [Talent for Transition](#) and [NL Startup Competition](#);
- Identify new business opportunities and turn them into concrete proposals or collaborations;
- Visit corporates and start-ups to promote innovation and entrepreneurship and explore where Erasmus Enterprise can support them;
- Work closely with our partners (such as ECE, YES!Delft, UNIIQ and others) to strengthen joint projects and activities;
- Prepare and follow up on proposals, partnership agreements and contracts;
- Represent Erasmus Enterprise at events, meetings, visits and community activities;
- Bring new ideas, experiment and help us grow the business side of our ecosystem.

Who you are

- You are proactive, energetic and enjoy working in an international environment;
- You can build trust quickly and communicate clearly and confidently;
- You enjoy sales & acquisition, starting conversations and exploring needs;
- You feel comfortable in a fast-moving environment and can manage several tasks at once;
- You work independently, take ownership and follow up on opportunities in a structured way;
- You have strong communication skills in Dutch and English (other languages are a plus).

Your background

- HBO/WO degree, preferably with a commercial or business focus;
- 3–5 years of experience in business development, sales & acquisition, partnerships, account management or a similar role;
- Experience in working with startups, innovation projects or entrepreneurial environments is an advantage;
- Skilled in building relationships, preparing proposals and giving presentations;
- Hands-on, flexible, structured and able to work in a fast paced environment;
- You have a positive, open-minded mindset and a strong drive to get things done.

What we offer

- A one-year contract with the ambition to continue if we're a great match;
- A dynamic, startup-style work environment full of energy, fun, creativity and collaboration;
- A salary based on scale 9-10 (minimum €3.708,00 - maximum €5.538,00 based on full-time employment) depending on your experience, based on the cao-NU.
- Opportunities to grow, experiment and make a visible impact within our entrepreneurial ecosystem.

About Erasmus Enterprise

[Erasmus Enterprise](#) is a startup within [Erasmus University Rotterdam](#) – a young, driven and diverse entrepreneurial community, on a mission to help transform innovative startup ideas into successful businesses and businesses into thriving scaleups. Our community brings together students, startups, scaleups, investors and researchers to fuel entrepreneurship and innovation. From office and event space to funding opportunities and expert knowledge from partners like [YES!Delft](#), [Erasmus Centre for Entrepreneurship](#) and [UNIQ](#), we're here to empower the next generation of changemakers.

We live by the Erasmian values: enterprising, socially involved, broad-minded, globally connected and collaborative. Our mission? Creating positive social impact.

Interested?

Send your motivation for this position (in a letter or any other format), CV and other supporting materials to **Mersiha Kisevic (HR & Office Manager)** via hr@erasmusenterprise.com. Questions? Reach out to Liesje Goldschmidt, Marketing & Business Development director via Liesje.goldschmidt@eur.nl.

Acquisition is not appreciated.