

*EuroCommerce is a leading European business federation and the principal voice for retail and wholesale in Brussels ([www.eurocommerce.eu](http://www.eurocommerce.eu)). We are a dynamic team of 20+ policy and advocacy professionals working on a fascinating and diverse set of issues and projects for retailers and wholesalers. We strongly value teamwork in an international and motivating environment. We are currently looking for a*

## Head/Director Competitiveness and Commercial Relations

The Head/Director, Competitiveness and Commercial relations works closely with the Director General to develop and execute the EuroCommerce strategy in the following broad areas: retail and wholesale eco-system competitiveness, B2B trading practices, competition policy, economic aspects of agriculture policy, SMEs, wholesale.

The Head/Director Competitiveness and Commercial Relations reports to the Director General and is the line manager of a staff team. He/she is an important external representative for EuroCommerce on those policy issues. He/she is part of the leadership team and will work closely with the advocacy and communication teams and other policy experts.

### *Your responsibilities*

- together with the relevant policy committees and networks, define objectives and priorities in the above-mentioned areas; ensure execution, reporting and adaptation where necessary;
- lead the relevant policy committees and interest groups of members; identify objectives, generate consensus and formulate positions on priority issues;
- develop and execute advocacy and communication plans in collaboration with the advocacy and communication teams on the basis of agreed positions;
- ensure external representation and engage with stakeholders in relevant fora;
- provide content material for internal and external communication;
- lead / contribute to external studies and research projects as and when necessary, in collaboration with the Chief Economist;
- propose innovative ways of engaging with stakeholders and members;
- lead and manage a team of experts including wholesale, competition and trading practices

### *Your profile*

- 8 to 10 years of relevant experience in industry, retail / wholesale or membership based organisation;
- relevant university degree – e.g. economics, business, (competition) law, political sciences;
- in-depth knowledge and passion for the dynamics and issues in the retail and wholesale eco-system and/or the agri-food supply chain;
- understanding of the functioning of EU institutions, regulatory and policy processes;
- strong analytical and negotiation skills; ability to engage external audiences;
- ability to develop strong working relations with EuroCommerce members and other stakeholders including at a senior level; understanding of membership-based organisations is a plus;
- excellent speaking and writing skills in English, other languages are an asset;
- strong interpersonal communication and teamwork skills; ability to work in a demanding environment with tight deadlines; capacity to work in a multinational and multi-client environment.

## *About EuroCommerce*

EuroCommerce is the principal European organisation representing the retail and wholesale sector. It embraces national associations in 28 countries and 5 million companies, both leading global players such as Carrefour, Ikea, Metro and Tesco, and many small businesses. Retail and wholesale is the link between producers and consumers. Over a billion times a day, retailers and wholesalers distribute goods and provide an essential service to millions of business and individual customers. The sector generates 1 in 7 jobs, offering a varied career to 26 million Europeans, many of them young people. It also supports millions of further jobs throughout the supply chain, from small local suppliers to international businesses. EuroCommerce is the recognised European social partner for the retail and wholesale sector.

Interested candidates, please write and submit application to Fabienne Bastings [bastings@eurocommerce.eu](mailto:bastings@eurocommerce.eu)