IMPACT HUB Bucharest

Business Development Manager - Events @ Impact Hub Bucharest

Location: Impact Hub Universitate, Bucharest
Area: Business Development - Events
Contract type: Part -Time
Work style: hybrid
Seniority: 1-3 years of professional experience

POSITION SUMMARY

We are looking for a Business Development Manager – Events to join our Impact Hub Bucharest team and grow our event spaces by attracting new clients and developing strong partnerships.
You will define and implement the sales strategy for events, identify new opportunities, and create tailored solutions for corporate and community clients.

IMPACT HUB BUCHAREST

Impact Hub is an ecosystem that inspires and supports people to create social impact in the world through entrepreneurship. Our 14 years' experience in the local market incorporates co-working spaces and a series of acceleration and scaling programs. We are part of a global community of 26000+ impact makers spread over more than 100 locations worldwide. You can find out more about us at impacthub.ro or from our Linkedin page.

Diversity & Inclusion

We are an equal opportunity employer and we welcome applications from people of all backgrounds, including people with disabilities. We are committed to building an inclusive workplace and providing reasonable accommodation during the recruitment process and in day-to-day work.

Profile we are looking for:

- You are genuinely looking for a role where the impact of your work is visible through successful events and strong client partnerships, and where meaningful connections are built along the way
- You are connected to the corporate and events ecosystem (companies, agencies, event professionals)
- You take ownership of your work, are autonomous, and collaborate effectively within a team
- You have a good understanding of trends in the events industry, corporate experiences, and the local business ecosystem
- You have excellent communication and interpersonal skills, including persuasion, negotiation, and client-facing presentations

- You are a fast problem-solver, able to respond quickly to opportunities and client needs
- You have at least 3 years of experience in sales, business development, or event-related roles (experience in selling event spaces or services is a strong plus)
- You are fluent in written and spoken English

Role's responsibilities include:

Working under supervision of the Coworking Director who oversees all Impact Hub Bucharest's coworking and events business lines, you will:

- Plan and implement the sales strategy for event spaces, aligned with Impact Hub Bucharest's business objectives
- Identify new market opportunities and actively prospect potential clients (corporate, agencies, communities)
- Attract new clients for events hosted at Impact Hub Bucharest (trainings, conferences, product launches, workshops)
- Develop tailored event proposals and packages based on client needs identified during the sales process
- Act as account manager for key clients, ensuring a high-quality experience and long-term collaboration
- Collaborate with partners, suppliers, and key players in the local events and business ecosystem
- Represent Impact Hub Bucharest in client meetings, industry events, and networking opportunities, strengthening our position as a preferred events venue

What we offer:

- Working in the most inspiring space dedicated to entrepreneurs and diverse community of skilled professionals.
- Being part of a community of impact entrepreneurs; being part of a fast-growing local business and global network.
- A lot of responsibility and autonomy: we want you to leave your mark.
- Working with a diverse, highly skilled team.
- Several formal and informal opportunities for training and development.

To apply:

Applications will be accepted until the October 31st. However, we will run interviews with selected applicants as soon as we receive applications and may decide earlier than that - so being entrepreneurial and applying fast is important.

Send us an e-mail at jobs@impacthub.ro with the subject Business Development Manager – Events containing your resume and a concise motivation letter.