

ABOUT US

Cranium is a One-Stop-Shop for helping customers in Privacy, Data Protection and Information Security. We are experts in making privacy & information security valuable for trustworthy organizations and people. Towards our customers, partners and employees our values always focus on striking a balance between a passion for winning and a passion for people.

Passion for Winning

Deliver on commitments and go further.

Excel on results.

Take ownership

Passion for People

Develop people

Open communication

Involvement

Build up trust and respect

Integrity

Roles and Responsibilities

To support our growth, we are looking for **Business Managers**.

Responsibilities:

- You will meet the goals and objectives set by your business unit manager in order to help grow and prosper the Business Unit;
- You will design and implement a business plan and strategy to promote the achievement of these goals in line with the company goals;
- You will generate new business opportunities at new clients via prospecting activities;
- You will build long-term relationships with new and existing clients by providing qualitative advice;
- You will expand our business by detecting potential up sell opportunities at existing clients;
- You will represent the company and gather new business leads through networking events and conferences;
- You will report on your commercial activities and opportunities on a regular basis;
- You will be involved in the recruitment process to ensure that your business unit has the adequate talent and competences to complete its activities;
- You will be responsible for providing career evolution advice and opportunities to the members of your unit. You will assist, advice and coach them in order to become the best version of themselves;

Desired Skills and Experience

You hold a **bachelor** or **master's** degree in economics, business administration, marketing, ... An internship or a first experience in a similar position is a plus,

Furthermore:

- You are a visionary thinker and you are able to make important decisions on a daily basis;
- You have analytical and reporting skills that enable you to understand processes;
- You are able to solve problems using out-of-the box solutions;
- You are customer focused and a team player;
- You are not afraid of taking initiative and ownership;
- You love new challenges!
- You have strong communication skills and you have an excellent knowledge of **English** and the **local language** of the country you're applying for;
- You have an affinity with the legal aspects of privacy, data protection and information security;

OUR OFFER

CRANIUM Business Managers are appreciated for their professional skills.

You will have the opportunity to work in an international environment where **personal development** and **growth** are constantly encouraged, and autonomy and accountability are considered to be key values.

We offer you an attractive and motivating **compensation package** and you will receive on the job training from highly appreciated experts.

Even more, we offer you:

- A highly varied role that involves working in a supportive and dynamic team;
- An adventure in the cutting-edge field of Privacy and Security in an international environment;
- Great variety in the type of customers and day-to-day business;
- Great colleagues in a joyful environment.

Interested ? Send your cv to careers@cranium.eu and we'll respond to you as soon as possible.

We hope to meet you soon.

