

ESSL Job Offer

Job Description:	ESWD Key Account Manager
Weekly working time:	8 hours (part-time)
Salary:	EUR 450.- (net, so called "Minijob" according to German legislation)
Termination:	Initial limitation to 1 year, prolongation possible by 1 year each.
Location:	ESSL office at the DLR in 82234 Wessling, Germany (employer). This job is suitable for tele-working (home-office) in all EU member countries. A desk is also available at the ESSL office of the subsidiary association in 2700 Wiener Neustadt, Austria.
Requirements:	High skills in communication (English in oral and written form) Business skills (preparing of letters, contracts and agreements) A basic understanding of severe weather phenomena and climatology Team skills and ability to work with colleagues remotely Willingness to occasionally travel within Europe Experience in marketing

Introduction

The European Severe Weather Database (ESWD) is the leading database for reports of severe weather events. The European Severe Storms Laboratory (ESSL) operates the ESWD since 2006. Various partners of the ESSL contribute to the ESWD by providing input and/or use the ESWD by extracting data. National and regional weather services (NHMSs) and voluntary spotter networks (VONs) are among our partners, as well as commercial entities like re-insurance companies (REIs) and risk-modellers.

Job Duties

The ESWD Key Account Manager is expected to

1. actively find and approach potential new partners and customers (NMHSs, VONs and REIs),
2. foster existing ESWD partnerships, and negotiate agreements with new partners (mainly via email, phone-calls or Skype)
3. develop a marketing strategy for the ESWD, built on quality, sustainability and trust,
4. prepare a business portfolio of ESSLs ESWD offers (a printable folder, PDF and online version).

You are expected to regularly report to the ESSL Executive Board (EB) and occasionally head out for business trips in order to strengthen relations with key partners (upon request of the EB). Effective communication with other team members, who provide user support and data extraction for our partners or are engaged in quality control of the ESWD data itself, is expected as well.

Required documents

A curriculum vitae, a motivation letter including ESWD marketing ideas, and documents that demonstrate your experience and skills.

Closure date of this job offer: 30 April 2015

Start date of employment: As soon as possible

Please send your applications to the ESSL Executive Board: eb@essl.org