

EU market Senior Manager/ Manager Digital Consulting

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Company: Global ATS - Italian

Location: Brussels

Category: computer-and-mathematical

EU market related activities include, inter alia:

Business development and project acquisition with all EU Institution

Coordination of KPMG's teams working in EU projects

Support in management and delivery of EU projects under implementation

Manage EU pipeline of opportunities for the KPMG Network Research and communication of key EU

initiatives and monitoring of regulatory issues

KPMG practice in Italy is currently looking for an EU specialized consultant as a Senior Manager/ Manager to join the fast-growing team in Brussels - in the Consulting/Digital sector

He/she will be integrated within the EU office team and will report to the KPMG Lead Partner managing EU contracts with the Commission.

He/she will:

Play lead role as Business Development on Digital related opportunities in the areas of digital transformation, business

transformation, and new technologies for and in the EU context:

Monitor EU digital developments and anticipate related rising needs at EC and Member states level

Map financing patterns of EU programmes in those sectors

Monitor the impact of new digital technologies in the EU context and identify opportunities for consultancy services in this area:

Monitor major developments and policy trends on EU digital policies

Monitor future opportunities and develop market alliances

Mobilise and coordinate KPMG's capacities to respond to key calls for tenders

Support and Draft parts to EU bids on the technical and financial offers

Plan and oversee all activities related to the successful management of EU consultancy assignments including management of liaisons with EU clients in presentation and project activities to manage expectations, deliver quality and ensure that teams are fully on track.

Interact with stakeholders on EU opportunities including partners, experts.

Directly supervise a team; provide on the job coaching working in international teams.

Reporting to:

For overall performance: KPMG Lead Partner

For daily operations: KPMG EU office Lead Partner.

Expected qualifications:

You hold a University Graduate Degree in ICT, Economics, Engineering, or related.

Additional qualifications related to EU studies will be considered an asset

You have from 5 to 8 years' experience in working as Project manager/EU Business developer ideally on EU projects

You are familiar with the EU institutions having worked either for them, or for an EU consultancy firm

You have a previous exposure to and experience on EU Digital policy and topics such as: AI, Blockchain, Data analytics, Data management

You are able to successfully manage a team of 10-20 persons

You are at ease with a multicultural, multinational and culturally diverse environment.

You are a positive and confident person with good interpersonal skills

You are able to work in full autonomy without direct supervision and establish procedures for your team

You have a high degree of computer literacy and proficiency in MS Office applications including good usage of Excel and Gantt charts

You have an excellent spoken and written knowledge of English and Italian - ideally some French as well. Knowledge of another EU language is most welcome

You are an excellent communicator, have very good communication skills and are able to communicate easily to all different stakeholders

You are ready to adapt to a fast changing work environment.

Location: Brussels

The requested data will be processed in full compliance with the provisions contained in the European Regulation 679/2016 (General Data Protection Regulation -GDPR or Privacy Policy) and its subsequent amendments and additions.

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